

Vol. III

AUGUST, 1913

No. 12



# THE ROTARIAN



BUFFALO CONVENTION NUMBER

DESIGNED AND ENGRAVED BY BUFFALO ENGRAVING CO.

WHEN IN BUFFALO



Ask for  
W. F. GEORGER, Mgr.  
Buffalo Store

Rotary Members

Look for

The Men's Wear Co.  
STORES

For Everything In

Men's  
Furnishings

WHEN IN PITTSBURGH



Ask for  
F. L. GEORGER, Mgr.  
Burton E. Pfeiffer Co.

Coming to the  
convention?

We will take  
good care of  
your extra  
needs in

Shirts  
Collars  
Underwear  
Hosiery  
Neckwear  
Etc.



BURTON E. PFEIFFER  
GEN'L MANAGER, ALL STORES

SATISFACTION  
is the key-stone of  
the arch of our  
business building.

We base our  
claims for business  
not altogether on  
prices but largely  
on quality and ex-  
tent of our service

WHEN IN ROCHESTER



Ask for  
T. A. ADDISON, Mgr.  
Rochester Store

BUFFALO  
487 Main St.

PITTSBURGH  
434 Wood St.

ROCHESTER  
72 E. Main St.

SYRACUSE  
449 So. Salina St.

WHEN IN SYRACUSE



Ask for  
R. C. CURTIS, Mgr.  
Syracuse Store





## Catalogs, Booklets, Circulars and Folders

50,000 sq. feet of floor space devoted to the style of printing that is satisfactory to the particular advertiser.

One of the finest equipments between New York and Chicago, a large portion of it running day and night, enables us to give a service few plants can equal.

We have a job department for the execution of stationery and commercial forms of every kind.

We make a specialty of large edition booklet and catalog printing.

Consult us before placing your next order.

### J. W. CLEMENT CO.

D. L. JOHNSTON, President

G. HORNUNG, Secretary

74-84 EXCHANGE ST.

45-51 CARROLL ST.

BUFFALO, N. Y.

# **Royal Music Roll Co.**

Manufacturers of

## **Perforated Music Rolls**

for

## **Player Pianos and Piano Players**

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OFFICES AND FACTORY:

2964-2968 Main Street

**BUFFALO, N. Y.**

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**When purchasing Music Rolls, insist  
upon Royal Rolls.**

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## *Ask Buffalo What It Thinks of Competition!*

Less than a dozen years ago intolerable conditions literally forced the Federal Telephone & Telegraph Company to enter the Buffalo and Western New York field against the Telephone Monopoly.

Because Buffalo was prompt and generous enough to see the advantages of competition the system has grown until it is one of the largest independent telephone systems in the country.

## *The Record That Has Satisfied Buffalo:*

Ten years ago we installed apparatus 10 years ahead of our competitors. We builded well.

We have reached out until now we meet 98% of telephone requirements, local and long distance.

We have made an honest effort to serve our home people and we have succeeded.

We forced rates **down** and efficiency **up**.

Now, to celebrate our jubilee anniversary we will cut over our entire telephone service from **manual** to **automatic**, giving Buffalo the finest telephone system in the world—**Swift, Sure, Safe and Secret.**

*The Federal Telephone and  
Telegraph Company*



# Albert J. Howard

Manufacturers Agent

White Bldg., Buffalo

## JOHN H. BLACK CO.

Front Bricks in All Colors

Atlantic Terra Cotta

Roofing Tiles---Brick Fireplaces

Builders Exchange

Both Phones

Buffalo, N. Y.

## **WHITE PINE** *HURD BROS.* *Buffalo, N. Y.*

*HEMLOCK, all kinds of Shingles and Lath, Heavy Bill Stuff,  
Norway and Long Leaf Yellow Pine Timbers,  
NORWAY and Southern Pine.*

*YOUR INQUIRIES WILL HAVE OUR PROMPT ATTENTION.*

*Yard and Planing Mill: Tifft Farm. Main Office: Prudential Building*



Wheeler Elevator, Buffalo, N. Y.

WE SPECIALIZE  
ON THE  
DESIGN AND  
CONSTRUCTION  
OF  
**COMPLETELY  
EQUIPPED  
PLANTS**  
OF  
FIREPROOF  
CONSTRUCTION

Feed Mill, Elevator and Warehouse  
E. W. Conklin & Son, Binghamton, N. Y.

Our line consists of

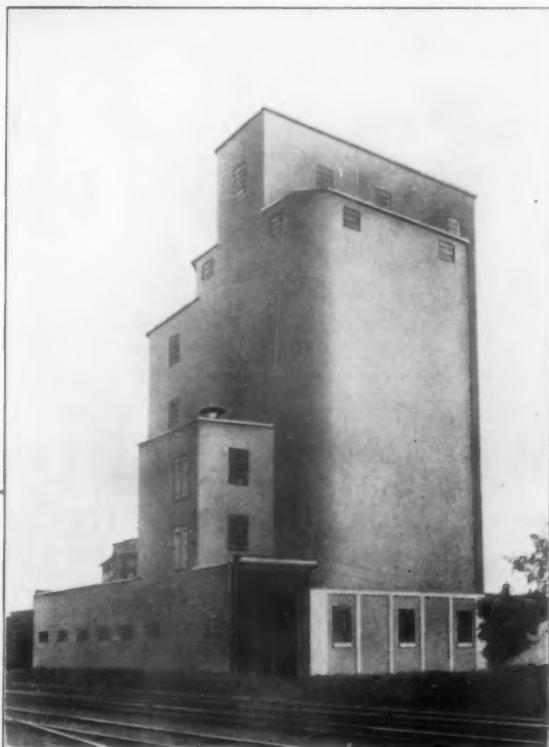
**GRAIN ELEVATORS  
WAREHOUSES  
FACTORIES  
COAL HANDLING  
PLANTS**

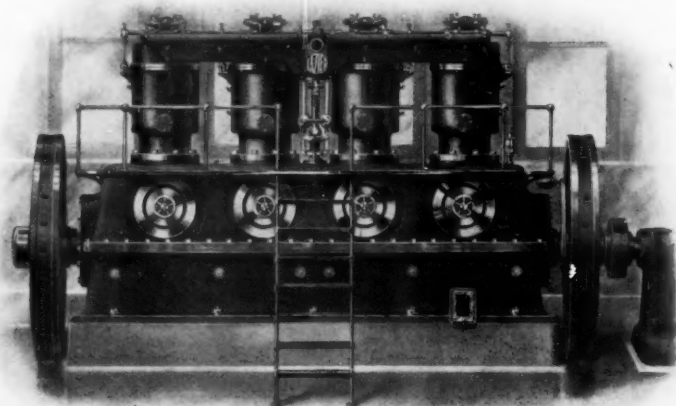
A Complete Malting Plant is under  
construction at 1318 Niagara St.,  
which you are invited to inspect

**MONARCH  
ENGINEERING CO.**

**709 CHAMBER OF COMMERCE  
BUFFALO**

H. R. WAIT, President



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BROTHER ROTARIAN:

If you need a large or small engine to operate your manufacturing plant, or for electric lighting, pumping water, cutting feed, spraying, or for any work on that farm of yours get in touch with us. We make gas and gasoline engines in sizes from  $1\frac{1}{2}$  to 300 HP.

**LAZIER GAS ENGINE CO., 190 Main St., Buffalo, N. Y.**

## BRADSTREET'S

### WM. H. AND THOS. S. WATTS

#### Buffalo Detective Agency

71-72-73-74 R. G. DUN BLD'G

ESTABLISHED 1879

PEARL AND SWAN STS.

#### GENERAL DETECTIVE BUSINESS

CORRESPONDENTS IN ALL PRINCIPAL CITIES

☞ Police and Fire Patrol for business and resident property. Visits made during the night by Uniformed Special Police Officers. ☞ Experienced Special Officers as guards for employees, pay rolls, etc. ☞ Watchmen for day and night service.

OFFICE PHONES: SENECA-110; FRONTIER-110

NIGHT and SUNDAY CALLS: William H. Watts, Tupper-49; Thomas S. Watts, North-515

## Office Furniture of Quality



**Keller Office Furniture Co.**

EVERYTHING IN



OFFICE FURNITURE

**251-257 Main Street**

**Buffalo, N. Y.**

Secure Mechanical Rotation by using  
REAL ROTARY OIL

# Buffalo Refining Co.

77 Main St. Buffalo, N. Y.

*Niagara quality Lubricating Oils,  
Greases, Gasoline*



A. S. Matthews, Rotary Member

C. H. Russell, Associate

BUFFALO MEMBER

*Kuyler's*

BONBONS AND CHOCOLATES

When you open a box of *Kuyler's* you always get the tempting fragrance of candy freshly made. It is this freshness, plus *Kuyler's* quality, that makes you think *Kuyler's* whenever you want candy.

*Kuyler's* 350 Main Street Buffalo  
566 Main Street  
Sales Agents Everywhere

## R. W. Goode & Company

*Real Estate Brokers*

49 Niagara Street  
Buffalo, N. Y.

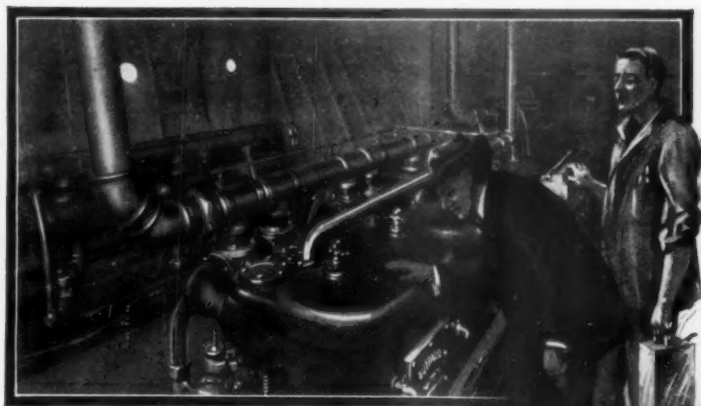
RICHARD W. GOODE  
President

EDWARD I. McPHAIL  
Treasurer

LOUIS W. SIMPSON  
Vice-President and Attorney

Dwelling Houses	Building Lots
Business Properties	Manufacturing Sites
Insurance and Loans	Appraisals Made
Estates Managed	Rents Collected





## Make The Engine Sell Its Self To You

IN THE engine room—there is the place to learn the truth about marine engine efficiency.

Talk to the man with the overalls and the oil can. Listen for that steady rhythmic purr. Count the revolutions yourself. Measure the fuel consumption. Lay your hand on the water-jackets to see if they are cool. Examine the bearings for wear. Study the ship's log that you may know exactly what repairs have been needed.

All we ask is that you will do these things in a "Buffalo" engine room before you place your order. Make the engine sell its self to you.

## "Buffalo" Marine Engines

### FOR SPEED

"Buffalos" attain the highest speed that can be combined with reliability. They are not freak racing machines, but reliable, efficient high speed engines built to give real service.

### FOR CRUISING

The unequalled reliability of "Buffalo" engines makes them superior to all others for the cruising boat whether motor yacht or auxiliary. Another important point is low fuel consumption.

### FOR WORK BOATS

"Buffalo" Heavy Duty engines are built specially to meet the requirements of the commercial boat. Ask the thousands of fishermen, oystermen and tug boat owners who are using them.

Date \_\_\_\_\_

### Buffalo Gasolene Motor Co.:

Send me information concerning the best power plant for a boat of the type before which I have marked "X" and of the size here stated:

<input type="checkbox"/> Auto Boat	<input type="checkbox"/> Racing Boat
<input type="checkbox"/> Auxiliary	<input type="checkbox"/> Runabout
<input type="checkbox"/> Cruiser	<input type="checkbox"/> Str. Paddle Wheel
<input type="checkbox"/> Fish Tug	<input type="checkbox"/> Tug Boat
<input type="checkbox"/> Open Launch	<input type="checkbox"/> Work Boat

Length \_\_\_\_\_ Beam \_\_\_\_\_

Draft \_\_\_\_\_ Speed desired \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

### The Engine of Constant Service.

We build 19 models of four-stroke-cycle engines—3 to 150 h. p.—for boats of all kinds. They operate on gasoline or kerosene.

The 1913 "Buffalo Book" is now ready. Shall we send you a copy? If you want it send in this coupon filled out, or a letter telling us about your requirements.

**Buffalo Gasolene Motor Co.,**  
1280-1290 Niagara St., Buffalo, N. Y.

If you use Color Advertising Matter to feature your product, lithographed on either paper or metal, get in touch with

## **The Niagara Lithograph Co.** of BUFFALO, N. Y.

Who specialize in Advertising Lithography and is the only house in America operating

**Complete Paper and Metal Departments**  
under one roof

ANYTHING FROM A BUSINESS CARD TO A 24-SHEET POSTER



You do not pick up with any stranger you meet and make a friend of him unless he presents proper proof of his respectability. You should demand similar proof before you accept an athletic article for use or wear. The Spalding Trade-Mark is a sufficient guarantee for your protection.

**A. G. Spalding & Bros.**  
**Buffalo Store**  
611 Main St.

We Manufacture and Print

## **ENVELOPES**

Of Every Kind

OUR SPECIALTIES

**Catalogue and Special  
Size Envelopes**

**NIAGARA ENVELOPE  
MANUFACTORY**

34 WELLS ST., cor. Seneca  
BUFFALO, N. Y.

# The Western Savings Bank

OF BUFFALO

CORNER OF MAIN and COURT STREETS

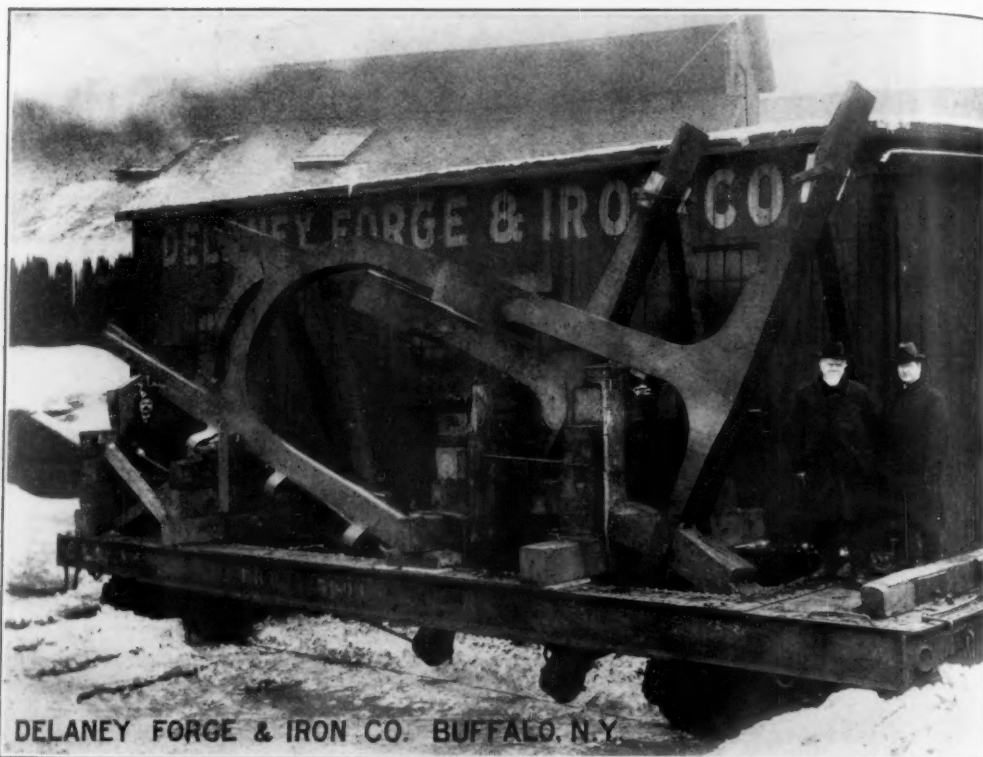


**ASSETS OVER TEN MILLION DOLLARS**

---

**Officers:**

ALBERT J. WHEELER,	-	-	-	President
HENRY ERB,	-	-	-	1st Vice-President
CHARLES F. BISHOP,	-	-	-	2d Vice-President
FRANKLIN W. H. BECKER,	-	-	-	Secretary and Treasurer
EDWARD E. COATSWORTH,	-	-	-	Attorney



DELANEY FORGE & IRON CO. BUFFALO, N.Y.

C. F. GEYER

THEO. L. POPP

## GEYER & POPP

*Patent Attorneys  
and Experts*

619 Brisbane Bldg.  
Buffalo, N. Y.

PATENTS  
TRADE MARKS  
COPYRIGHTS

Phones:  
Federal 742  
Bell, Sen. 1164



## You Don't Need

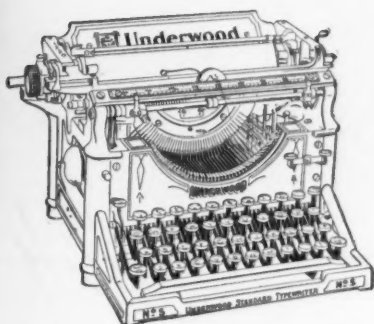
to buy a new White Rotary if you are satisfied to get along with a hard-running, temper-trying, back-breaking ancient product that has perhaps seen its best days and ought to be placed on the retired list.

But if you appreciate good looks, fine stitching and all the modern labor-saving improvements that a sewing machine should embody and all at a popular price, then you will not be satisfied until you buy the very best Rotary machine to be had—The White.

**White Sewing Machine Co.**  
609 Main St., Buffalo, New York

# THE Underwood Typewriter

Has No Rivals



in

Speed

and

Accuracy

It holds all International Records in open  
competition

---

*"The Machine You Will Eventually Buy"*

---

**Underwood Typewriter Company**

Incorporated

Underwood Building, New York

BRANCHES IN ALL PRINCIPAL CITIES



**To BROTHER ROTARIANS---**

*more especially those engaged in the LITHOGRAPH or  
PHOTO-ENGRAVING business*

THE NEW PORTABLE AMERICAN SHADING MACHINE and NEW IMPROVED SHADING FILMS are absolutely perfect in every way and we ask that you kindly give them a trial.

Remember that we have been constantly improving our product until it has now reached the stage of perfection and our SHADING MACHINE PROPOSITION is the most ECONOMICAL of anything of the kind now on the market.

WRITE FOR CATALOG AND PRICES.

***The American Shading Machine Co.***

***164-168 Rano St., Buffalo, N. Y., U. S. A.***

WM. E. PEUGEOT, President.  
*Member Rotary Club of Buffalo.*

**WM. HENRICH'S SONS CO.**

**Contractors and Builders**

**PLANING MILL**

**LUMBER**

**193 SPRING STREET**

**BUFFALO, N. Y.**

**The ROTARY CLEANER and DYER****Central Dry Cleaning Co.**

**159-167 West Utica St.,**

**BUFFALO, N. Y.**

**H. W. SMITH, Manager.**

**Telephones: Federal 2458, Bell Tupper 3366**

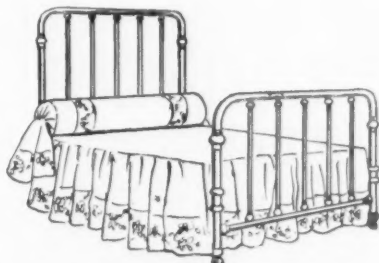
# Rotarians Promised Comfortable Sleep

Because the bed is made just as you like it and is one of the "LIFE LONG" kind made by the Hard Mfg. Company of this city. This bed is a "LIFE LONG" Product—in other words, not only its construction but its very finish is guaranteed as long as you (the purchaser) live.

TWO INCH  
POSTS

FIVE 1½" FILLERS,

ERIGHT OR SATIN  
FINISH.

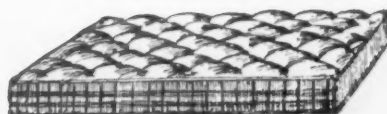


FINISHED WITH  
THE FAMOUS  
DAMARDA  
LACQUER.

HAS  
BALL-BEARING  
CASTORS.



Box spring made of bass wood, has 72 oil tempered springs, tied seven ways with best twine. Upholstered with best white cotton and covered with highest grade ticking.



Mattress made of snow white cotton in layers and has highest grade art ticking to match the box spring. Roll or plain edge. Weight about fifty pounds.

The mattress, as well as the box spring, made in our sanitary factory. Guaranteed to give satisfaction.

This outfit will be securely packed and shipped to any part of the country for only \$49.50. Freight allowed, if not over New York City rate. Money refunded if not entirely satisfactory.

We can also make you up a pair of best live geese feather pillows to match at the nominal cost of \$5.75.

## For Little Daughter Back at Home

We have some of the most attractive toy doll beds made by the Hard Mfg. Co. (Rotarians)—come and tell us to express one home to that little tot you boast of.

## Otis Bed Mfg. Co.

Salesrooms, 818 MAIN STREET

Factory: 168-174 FLORIDA STREET

Buffalo, New York

(In answering this advertisement, please mention "The Rotarian")

# JOSEPH H. HORTON

SHIPPER OF

ANTHRACITE, BITUMINOUS and  
SMITHING COAL

FOUNDRY and FURNACE COKE

Telephones:  
Bell, Seneca 1499  
Frontier, 1499

BUFFALO,  
N. Y.

Offices:  
1017 Fidelity Building

EDWARD J. EISELE  
EDWARD A. EISELE

CHARLES F. SMITH

JAMES K. THOMPSON  
JOHN M. PECK



10-20 N. DIVISION ST.  
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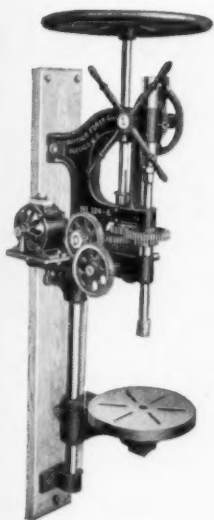
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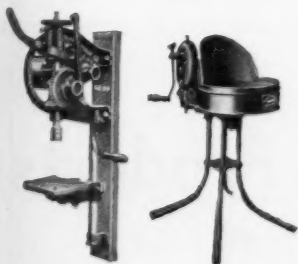
Buffalo No. 200 Silent Blower.

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Buffalo Drill No. 99 Hand or Power.

Buffalo Rivet Forge No. 625. The World's Standard.



Buffalo Steel Plate Forge No. 604.

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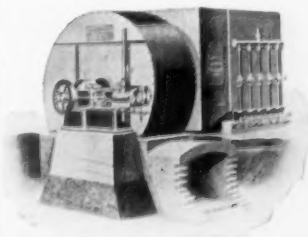


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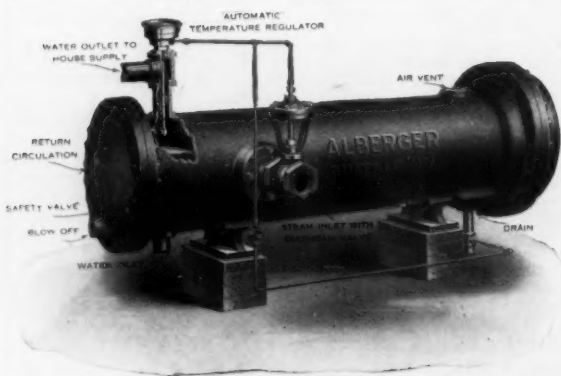
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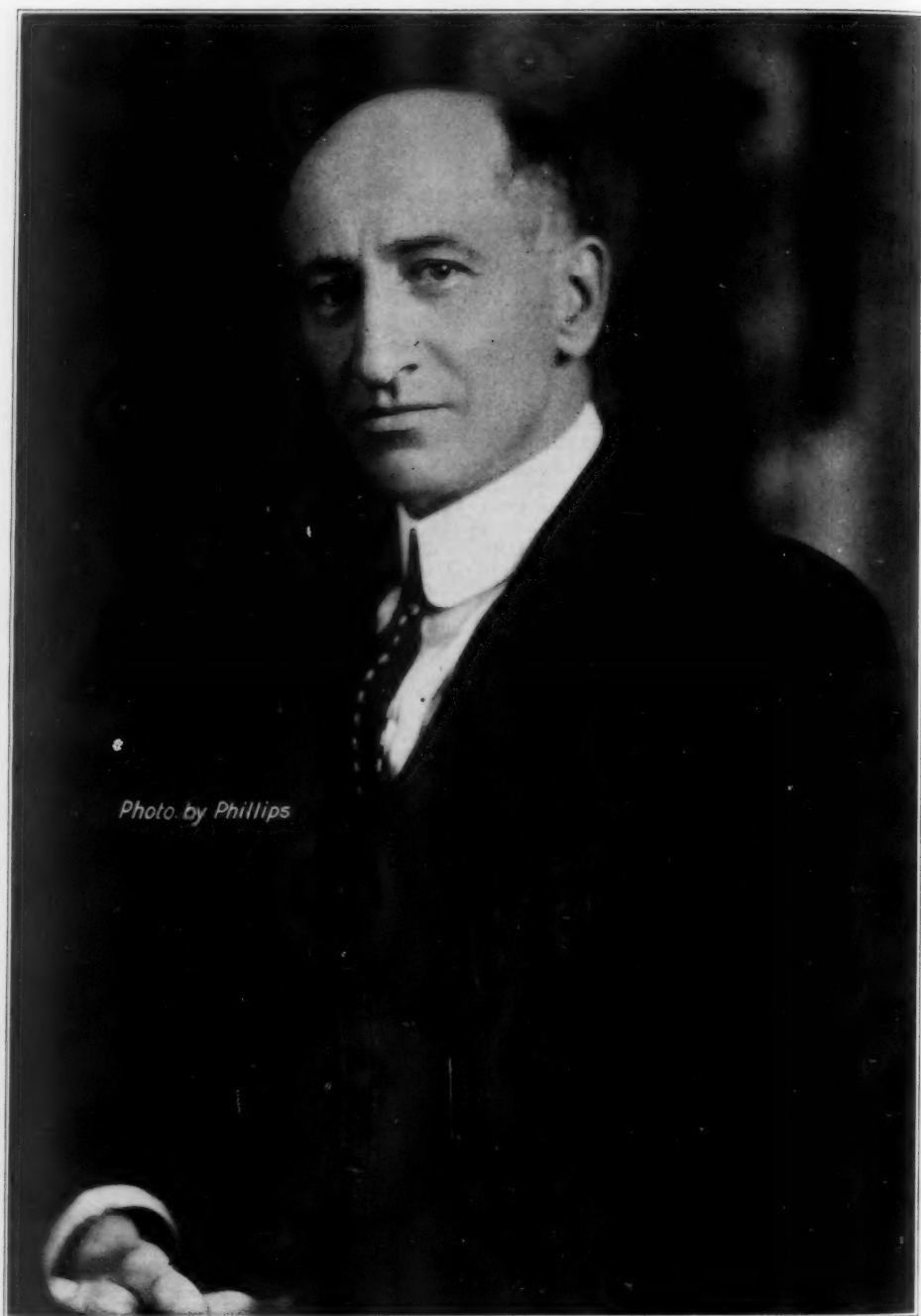
AUGUST

1913

SERVICE

ISSUED MONTHLY





PRESIDENT GLENN C. MEAD.

Who will preside over the annual convention of the International Association of Rotary Clubs at Buffalo (N. Y.), U. S. A., August 18 to 21, 1913.

# *The Rotarian*

*Official Organ of the International Association of Rotary Clubs*

Vol. III

AUGUST, 1913

No. 12

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## AT THE END OF THE YEAR

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One striking thing at Buffalo will be the number of men present who have been in Rotary less than a year. During the past eleven months the number of clubs has been almost doubled, likewise from the organization of these new clubs and from the increase in membership of the older clubs, the number of Rotarians in the world has doubled.

Strange as it may seem, many of those who will appear at Buffalo with the highest ideals and greatest enthusiasm will be these new Rotarians. At the same time those older in the organization will be there with renewed love for Rotary and loyalty to its principles.

At Portland in 1911 great foundation work was accomplished. A platform was adopted. The relation of the Rotary club to civic work was established. The monthly magazine was decided upon. The idea of service was introduced.

At Duluth in 1912 we again came together, reviewed what we had done, took stock of the results of our labors and decided that the result was good; a new constitution and by-laws for the Association were drafted covering many things which had been overlooked or not foreseen at Chicago in 1910; a statement of "objects" was adopted which appealed to the membership of the existing clubs and offered more convincing inducements to new men to form new clubs; a model constitution and by-laws susceptible of adaptation to any locality were worked out. The little sapling of service was found to have grown into a sturdy tree of Rotarianism. The geographical extent of the Association was changed from national to international boundaries.

Now comes Buffalo, 1913. Every man who was at Chicago and Portland and Duluth or at any one of these previous conventions is anxious to be at Buffalo. He wishes again to meet the friends of previous years, to renew fellowship and friendship with brother Rotarians and meet those who have come into the organization during the past year. The latter in turn, with their fresh enthusiasm and high ideals, are more than anxious to be present at this year's convention.

It will be a far greater gathering in numbers, enthusiasm, interest and enjoyment than anything in the past. The Buffalo Rotarians stand ready to welcome us with a hospitality that will never be forgotten by those who accept of it. Noonan and Pfeiffer who are so well remembered by those who were at Duluth will be there to greet us and Rich and Barrows and Chown and Stanley and Hart and Nurzey and others who have been and are still making preparations for our reception will be there with welcoming hands.

It is fitting that this convention month number of THE ROTARIAN should also be the Buffalo number. It is interesting to read in the pages of this issue something of the great City on Lake Erie, whose gates are about to swing open to the Rotary pilgrims. It is good to read of its commercial greatness and of its natural and constructed attractions.

It is enticing also to learn of the entertainment which the Buffalonians have provided for us and which is briefly outlined in this issue.

But what of the convention itself? Is there work to be done, yes, plenty of it. On two pages in this issue appears a program for four days of work which will be of interest and profit, not merely to those who attend, but to all the clubs from which the delegates come. There are to be addresses by men whose ideas, enthusiasm and oratory warrant a trip of any number of miles in order to hear them. Harry A. Wheeler, A. F. Sheldon, Frank L. Mulholland, Allen N. Albert and Elbert Hubbard are big men, eloquent of speech, with messages of consequence and advantage to us.

There are others on the program who likewise will have important messages for us and will deliver them with earnestness and eloquence even though their names may not be as widely known. There are to be valuable and beneficial reports of committees, discussions of topics, round table conferences, etc., sufficient to employ every moment of our time. There are some practical propositions to be thrashed out and decided upon, matters which concern each club in its regular routine work from week to week. There are some changes in the constitution and by-laws of the Association to be considered. It is to be a working convention but let no one think that its work will be dry and tiresome, on the other hand there will be a sparkle and a snap to everything that is done.

There will be new officers elected to guide the Association's affairs during the ensuing year. If it is necessary that there should be contests for these offices, it is believed that they will be friendly contests conducted in fairness and friendliness and with the courtesy and calmness which are befitting the general assembly of such an institution as Rotary.

The Buffalo convention will be a convention of rejoicing. We are today traveling thither under a clear sky without a single cloud on the horizon. During the past year the older clubs have gained in membership and spirit and enthusiasm. The organization of more than forty new clubs has been accomplished successfully. No affiliating club has dropped out of the ranks. A cordial, friendly relationship between and among American, Canadian, English, Scotch and Irish Clubs has been brought about. A large relief fund has been raised and distributed to Rotary Clubs in cities stricken by disaster. This magazine has doubled in size, established a new and more attractive style, broadened in scope and been put practically on a self-sustaining basis. Other things have been accomplished to describe which here the limitations of space will not permit.

One of the most gratifying features of the past year's history has been the greatly increased number of men who, as officers or committeemen of the Association, or volunteer workers, have been striving so earnestly to promote the interests of Rotary and extend its influences. Chief among all the hard workers has been our President, Glenn C. Mead, who has labored incessantly in an honorary position, giving generously of his limited time and largely of his best thought to help each and every club, old and new, advance and succeed. No one outside of the headquarters office can have any conception of what a faithful and efficient executive President Mead has been for the Association during the past year. Quiet and unassuming, modest and retiring, Glenn C. Mead has builded well on the foundation laid by Paul P. Harris. His only reward can be the approving sentence shouted by 10,000 Rotarians, "Well done, good and faithful servant."

---

#### Arthur Frederick Sheldon Will Be at Buffalo

---

The Rotary convention will be addressed Wednesday evening by Mr. A. F. Sheldon on "Service."

## The City of Buffalo

By Richard C. O'Keefe

Secretary Chamber of Commerce of Buffalo, Member Rotary Club of Buffalo

**D**AYS still within the recollection of men who have not yet rounded out their three score years and ten are remembered when what is now Buffalo was a raw, unsightly and uninviting frontier city, just the kind of a city one would expect to be erected on a great waterway only lately forsaken, as history reckons time, by its aboriginal occupants. Historical and romantic associations, which constitute so largely the charm of old-world cities, received little attention from the dwellers in the young land still devoid of virility.

Indeed, it was less than a century and a quarter ago that the first white child was born in this part of New York state. Just a year previous the Duke de la Rochefoucault Liancourt, on his way to Canada, passed through what is now Buffalo and described the place as "a small settlement of four or five houses, standing about a quarter of a mile from the lake."

Buffalo is still young. It is only fairly started upon its career. Its present is to its future what the small cluster of log cabins of long ago is to the sky-scrapers of the present day city. Buffalo has attained majority. It is virile, energetic, with high hopes based on experience cumulative from swift and constant activity.

Always vigorous, Buffalo has developed confidence and does not hesitate to take the initiative. If large centers of population may be regarded personally, then Buffalo is a commander with authority in the great army which is building what already is the greatest nation of all times.

Man has wrought well here with the lavish gifts that nature has bestowed, and to the natural highways of commerce and travel



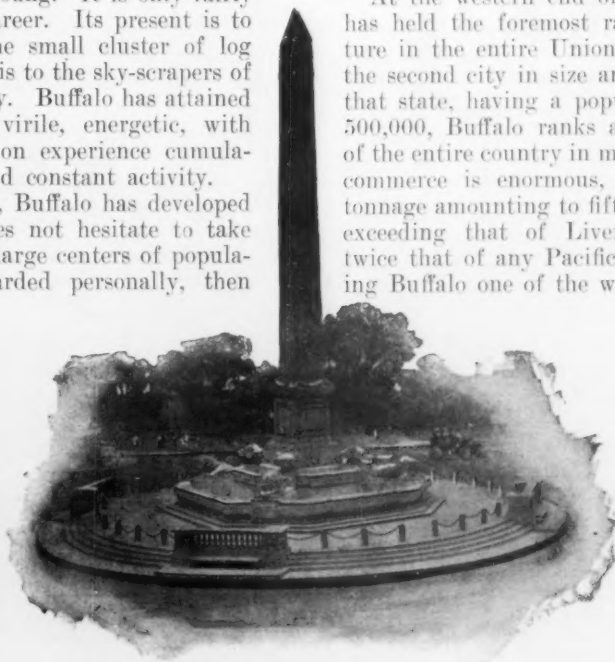
has been added man-made lines of communication, both by land and by water.

Situated at the foot of the Great Lakes, Buffalo is the neck of the bottle to which all commerce originating in this vast territory stretching far across this nation naturally converges. And, in a similar way, this city is the first inland station to which all products originating along the northern Atlantic seaboard are conveyed incidental to distribution throughout the rich region bordering for thousands of miles along the interior "unsalted seas."

On the dividing line between the teeming central region of the United States and the strong eastern financial section, Buffalo takes from each and is the melting pot into which are thrown the western daring and eastern conservatism, the resultant being a new element that produces the highest success in all that makes for the welfare of mankind.

At the western end of the state which has held the foremost rank in manufacture in the entire Union since 1825, and the second city in size and importance in that state, having a population of nearly 500,000, Buffalo ranks as the ninth city of the entire country in manufactures. Its commerce is enormous, the annual lake tonnage amounting to fifteen million tons, exceeding that of Liverpool and being twice that of any Pacific coast city, making Buffalo one of the world's ten largest ports.

When the Rotarians visit Buffalo they will have a rare opportunity for studying a great American municipality in a most important transition period. It is practically only a few years ago



THE McKINLEY MONUMENT AT BUFFALO, A BEAUTIFUL OBELISK RISING IN THE BUSINESS DISTRICT.



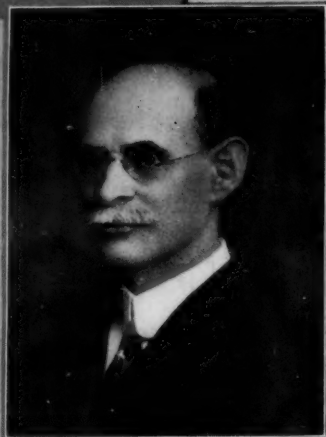
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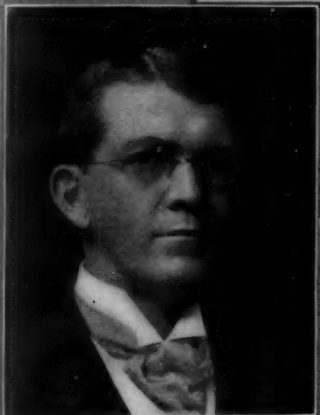
WILLIAM J. CHOWN  
SECRETARY



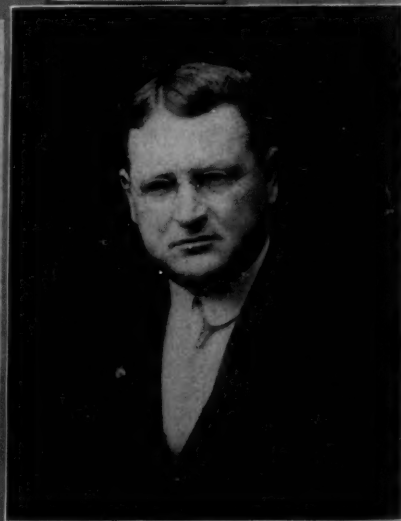
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F.W.H. BECKER  
TREASURER



THOMAS NOONAN  
CHAIRMAN CONVENTION COMMITTEE



DAVID C. HOWARD  
VICE PRESIDENT



that Buffalo was purely a commercial city taking toll from the commerce which passed through it. Within the past few years a transformation has been in progress whereby Buffalo has become one of the most important industrial centers of the United States. It is also a unique industrial center in regard to the diversity of its industries, full 60 per cent of all classes of industries recognized by the United States Census Bureau being represented in Buffalo. This diversity explains the wonderful stability always maintained in this city in times of financial stress, no single industry in Buffalo having gained such ascendancy that misfortune to it can work disaster to the city as a whole.

The last Federal Census shows that in the five year period prior to 1910, Buffalo gained new industries at the rate of upwards of 40 per year. At the present time the gain is at the rate of between 55 and 60 per year. In the same period, the products of these factories was increased by \$71,426,000; making the total value of manufactured products \$218,804,000 per year. In the same time, the capital invested in these plants was increased by \$55,018,000; the total amount of capital invested in such plants amounting to \$192,041,000.

The leading industries in Buffalo, arranged in the order of value of products and the value of products turned out by them annually, are:

Slaughtering and Meat Packing.....	\$26,000,000
Foundry and Machine Shop.....	21,000,000
Flour Mill and Grist Mill.....	20,000,000
Automobiles, including bodies and parts	10,000,000
Soap .....	9,000,000
Printing and Publishing.....	8,000,000
Malt .....	7,000,000

The Buffalo Stock Yards are the second largest in the world and cover 100 acres. The sheep sheds located in Buffalo are the largest in the world. The annual business transacted at the Stock Yards totals \$150,000,000.

Buffalo is particularly fortunate in regard to its transportation facilities, ten steamship lines having terminals in the city, and the dockage facilities are such that 7,000 lake vessels, which arrive and depart annually from Buffalo, are handled readily. The water terminal facilities of the city will be increased tremendously within the next five years, inasmuch as certain water frontage which has been the subject of litigation for nearly thirty years is to be thrown open for immediate development and this property, included with other public and private waterfront lands, will add nearly ten miles to the water frontage of the city that will be available for immediate commercial development. Further, under the agreements entered into in settling the legal disputes relating to this land, it is specifically provided that nearly one half of it must be developed within the next five years.

In railroad transportation facilities, Buffalo is one of the largest railroad centers in the United States, seventeen of the trunk line systems having terminals at this place, and a total of 328 freight trains and 252 passenger trains arriving and departing daily. There are 700 miles of railroad tracks within the city limits. Auxiliary to these railroads are five belt freight lines operated by some of the large trunk systems serving various manufacturing interests of the city.

Nearly 200 million bushels of grain were received at the Port of Buffalo last year, and at the same time 128,614,000 feet of lumber and 613,778,000 pieces of shingles were received. The iron ore receipts for the past year were a total of 5,000,000 tons, while 1,720,684 gross tons of pig iron were



SOME OF THE BIG OFFICE BUILDINGS IN HOLIDAY ATTIRE IN BUFFALO'S DOWNTOWN DISTRICT.

produced at Buffalo. Other big receipts at the port totaled 9,180,839 tons of coal and 7,584,753 barrels of flour. At the same time Buffalo millers manufactured 4,704,089 barrels of flour.

The largest individual steel plant in the world, that of the Lackawanna Steel Company, is located at Buffalo. This company is capitalized at \$60,000,000.

As a distributing center for finished products, Buffalo prides itself on the fact that fifty million residents of the United States and two-thirds of those of Canada live within one night's ride.

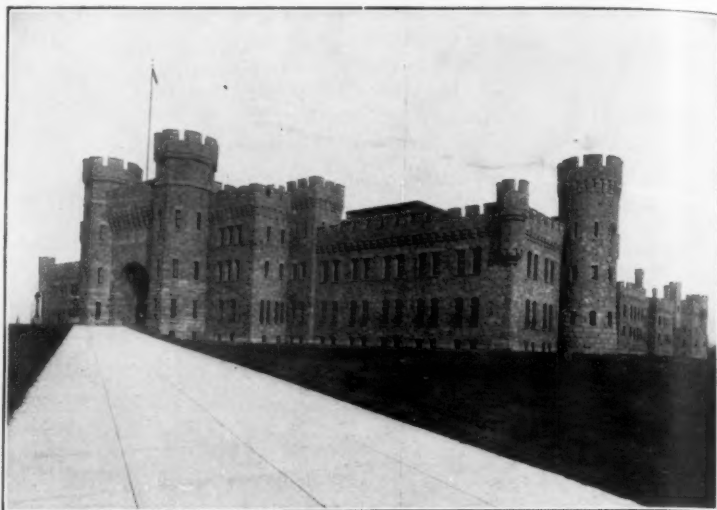
In the matter of raw materials Buffalo manufacturers call attention to the fact that they have available everything to be found within the rich territory of the Great Lakes region and that all their needs can be filled quickly through the medium of lake and rail transportation.

The street car system of Buffalo has 375 miles of track and carries passengers for a five cent fare, with a universal transfer to any part of the city. The quality of the roadbed and equipment is not excelled in any city.

One of the factors entering into the prosperity of Buffalo is that the city is the nucleus of a rich farming center. Erie County of which Buffalo is the county seat is the first county in the state in the value of farm property, the total value of such property being \$63,808,399, an increase of 23.7 since 1900.

In the transmutation of races Buffalo is the laboratory into which are poured representatives of practically all European nations for conversion into typical American citizens. Excluding the Germans (as being more American than foreign) the foreign population of Buffalo is estimated at 33½ per cent. If the Germans are included the total foreign population is 63 per cent.

Yet despite this admixture in population, Buffalo stands in front rank of American cities in purely civic matters. It was the first city in the country to establish a chil-



THE SIXTY-FIFTH REGIMENT ARMORY AT BUFFALO, THE LARGEST ARMORY IN THE WORLD.

dren's court in a separate building and having no physical connection with any other courts. Buffalo was the first city in the world to establish a domestic relations court, and this court has become the model from which other cities, notably Chicago and New York, have copied and are carrying on similar work. Long before New York state established its now well-known probation system, Buffalo had taken the initiative in placing men and women on probation for their own welfare, and at the present time the city's probation system is one of the finest in the state.

The city's playground system is coming to be recognized as one of the best in the country. Its parks are noted for their beauty, and the city is now engaged in establishing small parks in congested sections of the city, thereby extending the park system still more.

The city's park system includes about 1200 acres, and the parks are intended for the pleasure of citizens generally, and outdoor sports in the park are encouraged. Incidental to the work of the park department, the city maintains a Bureau of Forestry, the duty of which is to look after the shade trees on all the city streets.

A county lodging house is supported at public expense where men temporarily out of employment are maintained until they can find work or have it found for them, thereby saving them from the humiliation of the penitentiary or the police station.

Having a large waterfront, Buffalonians make much of outdoor life. The city has

the largest canoe club in the world. It maintains a number of rowing, yachting, canoeing and motor boat clubs, and the Buffalo Automobile Club is the largest motoring club in the world.

That Buffalo is a clean city is indicated by the liberal use of water, the average daily per capita consumption being 317 gallons. For manufacturing purposes water is supplied at the rate of two cents per 1,000 gallons, where the demand exceeds 22,500 gallons. Below that amount it costs six cents per 1,000.

For the current year the city has raised about two and one-half millions for all school purposes. There are 61,000 children in the public schools of the city and about 1,600 teachers. Buffalo maintains free of expense to beneficiaries a truant school, open-air schools, medical school inspection, special classes for mental defectives and a daily census system to enforce the compulsory education law. Other activities of the school department include vocational schools, manual training, domestic science, art instruction, domestic arts, evening and vacation schools, kindergarten work and instruction in German in the Grammar schools. Excepting, of course, the big institutions in the west, practically all the leading universities and colleges of this country are located within a few hours ride of Buffalo.

In the world of art Buffalo occupies a proud position. Through the generosity of Mr. John Joseph Albright, the city has been provided with a palatial art building known as the Albright Art Gallery, which has been characterized by a competent critic as "the finest example of pure Greek architecture to be found in America." The art school is maintained in connection with the gallery, under the auspices of the Buffalo Fine Arts Academy.

The Buffalo Historical Society and the Buffalo Society of Natural Sciences are other well-known institutions playing important parts in the esthetic life of the city.

Historically, Buffalo is important with especial reference to the war of 1812, practically all of the important land operations of which struggle taking place in this vicinity and the region of the Niagara frontier.

So far as the future is concerned Buffalonians feel that their path will

be one of progress. In all matters which make for good citizenship proper, social conditions, pleasant surroundings and ideal living conditions, nothing is being left undone to make Buffalo the best city in the world in which to live and in which to work. We are most pleased at the opportunity of welcoming to our city Rotarians from all parts of America and from the British Isles. We realize that there will be important work to be done in the Convention hall, but we want every delegate and visitor to take a good look at our city before leaving for home.

"Console yourself, dear man, and brother; whatever you may be sure of, be sure at least of this, that you are dreadfully like other people. Human nature has a much greater genius for sameness than for originality."—Lowell.

"Advertise where others advertise. The buying crowd must be there or the advertisements wouldn't be there. Drop your line where the others are catching fish, unless you are looking for a sleepy afternoon."—Western Monthly.



LOOKING DOWN MAIN STREET, BUFFALO'S MOST IMPORTANT THOROUGHFARE.



ADAM E. CORNELIUS



HERBERT L. HART



BURTON E. PFEIFFER

Directors of  
THE ROTARY CLUB  
of Buffalo



WM. H. STANLEY



THOMAS NOONAN



HENRY R. FORD



CHRISTOPHER G. GRAUER



LEVI R. COOPER



DAVID L. JOHNSTON



## Buffalo: A Good Place In Which to Live

By Louis W. Simpson

Vice-President R. W. Goode & Co., Member Buffalo Rotary Club

**N**O MATTER where one's habitation happens to be, to that one his home has an especial appeal. For that reason, I suspect, nearly everyone writing about his own city likes to call it a "city of homes." In Buffalo, it so happens, that this well-worn phrase is truly descriptive for we have here in a very real sense a "city of homes." Not closely-packed brick boxes with light only in front and rear; instead, comfortable detached houses, each with its own plot of ground about it, with lawns, trees, shrubbery and all that sort of thing which makes the usual city dweller long for the country as soon as summer comes.

A visitor coming to Buffalo for the first time and driving through the streets of our residence section will at once be impressed with the prevalence of the detached house idea. Of course we have apartment houses; some excellent ones of imposing height, breadth and thickness, but everywhere the dominant note is the single house. And this condition obtains not only on our finer streets but generally throughout the city. There is to be found, of course, a number of two-family houses, but the builders of these have discovered that the buying public in Buffalo likes light and air and space, so in architecture and exterior arrangement even these two-family houses follow the lines of the single detached house.

Another thing which will impress the visitor is our wealth of shade trees. In summer the streets of our residence districts are one mass of living green. These two features, together with the cool breezes which sweep in from Lake Erie, make Buffalo an ideal summer city. Of course everyone loves a change and Buffalonians do go away from home in the summer, but for real comfort the stay-at-home frequently has the advantage over his flitting brother. Every year sees

more and more people staying at home summers and arranging their vacations in the winter time; and in no case does one see what is so familiar in the large eastern cities, block after block of houses closed and boarded up for the whole season.

Like most American cities Buffalo is geographically the product of a somewhat haphazard evolution. First a settlement at the junction of river and lake, it has spread outward in concentric rings as the population has grown. But some of the early city fathers were men of vision, and although city planning as we know it today was then unknown, those early worthies projected and laid out a system of parks, park approaches and boulevards which have made it possible

for Buffalo to grow into a beautiful city. We have five large parks; The Front, with its views of lake and river; Delaware Park, with its three hundred and sixty-five acres of well-kept greenery; Humboldt Park, with its unique wading pool; Cazenovia Park, and South Park, where the great conservatories are to be found, besides dozens of small parks and breathing places scattered

all over the city. These larger parks are connected with parkways and boulevards so that one may drive for hours over beautiful roads, through attractive surroundings, without leaving the park system.

In addition to the parks we have several playgrounds provided by the city for the children, with running tracks, basket-ball courts and gymnasium apparatus for the youths, and swings, teters and sand boxes for the very young. Where possible these playgrounds are located in or near the more congested districts so that the children of the less well-to-do have ample opportunity for outdoor play and recreation under the guidance of trained directors.

Another thing which will impress the



THIS HISTORICAL BUILDING AT BUFFALO WAS THE NEW YORK STATE BUILDING AT THE PAN-AMERICAN EXPOSITION.



visitor are our well paved streets. Statistics show we have more miles of asphalt streets than any other city in the world, but statistics cannot express the comfort and convenience which all these miles of smooth pavement bring to the driver or motorist. No wonder the automobile is popular in Buffalo, no wonder we have the largest automobile club in the world.

In these days when the high cost of living is a much discussed problem, home economics present vital questions to the average citizen. Rents are reasonable in Buffalo. One can get a comfortable, detached, single house for less than he pays for a small flat in most of our large cities. Or if he prefers the simpler housekeeping arrangements of an apartment house, he has a number of fine ones to choose from, besides the ever popular two-family flats. Or, if he wishes to buy a lot and build a home for himself, he will find choice building lots at prices surprisingly reasonable compared with cities of like size. With the growth and development of the apartment house and two-flat house there has also come the development of the so-called restricted districts where single dwelling houses only are allowed. This is not to emphasize any snobbish difference between the flat dweller and the single home owner, but to insure the permanence of a homogeneous neighborhood. So within our general residence sections there have been districts set off which are protected by restrictions in the title from use for any business purposes, or for any use other than single family residences of a certain grade and standard. It goes without saying that such locations are to be preferred by the man who builds a permanent home for himself and family, and the restricted district idea is steadily growing in popularity.

Being in the centre of a good farming and fruit country and blessed with unequalled transportation facilities by rail and water the staple commodities of life are low in price

and excellent in quality. We have two large city markets where food products can reach the ultimate consumer with a minimum of middle profits, while coal is cheap, natural gas is abundant, and unlimited electricity from the Falls is at our doors.

But all these various material advantages would not alone be enough to make Buffalo a desirable place to live in were certain other things left unprovided for. We have a most excellent public school system supplemented by well equipped high schools. Besides those now in use, four fine new high schools are under construction, the new Hutchinson Central, Masten Park, South High, and Technical, which, when completed, will give Buffalo the most efficient secondary school equipment of any city of like size in the country. The University of Buffalo, with its four professional colleges of medicine, law, dentistry and pharmacy, offers the best of instruction in these subjects. Two large public libraries, the Historical Society, the Society of Natural Sciences and many other like institutions offer to the studious a wealth of books and equipment, while in the Albright Art gallery we have one of the most beautiful examples of pure Greek architecture in the country. Besides the permanent collection of the Buffalo Fine Arts Academy, we have each year a succession of loan exhibitions which can be duplicated in but few cities in America, not because of their unprogressiveness but because they have not the exhibition facilities and prestige which the beautiful Albright Gallery gives to Buffalo.

If space permitted the writer might go on enumerating Buffalo's advantages to greater length but the annual convention to be held in this city in August will bring so many good Rotarians to Buffalo that a more extended description is unnecessary. When you have come and seen our city the writer believes you will agree with all loyal Buffalonians that this is a most desirable city to live in.



BUFFALO IS NOTED FOR ITS IRON AND STEEL INDUSTRIES—UNLOADING ORE AT ONE OF THE BIG PLANTS.

## Buffalo a Church City

By Rev. John W. Ross

Pastor Calvary Presbyterian Church, Member Buffalo Rotary Club

**G**EOGRAPHICAL location, business enterprise and the development and control of nature's forces for industrial uses, have all contributed to the commercial distinction of Buffalo. With the extension of civilization from the New England colonies and the Hudson river valley westward, an important city at this location was inevitable. Situated at the eastern end of a waterway extending a thousand miles inland; touched by nearly a score of trunk lines, and with the greatest water power development on the continent immediately adjacent, the commercial importance of the "Queen City of the Lakes" is explained, and its future growth assured.

Buffalo is more, however, than a great business community united by common commercial considerations; it is more than a city of streets and railroads, warehouses and business institutions. Interests other than the material have been fostered and developed in its municipal life.

From the time when Buffalo was only a frontier hamlet, and contemporary with all stages of its growth, the church has been an integral part of the life of the city. The civil community has always felt and responded to such wholesome influence, by encouraging the church to promote and establish its work in every part of the city. Nearly all phases of religious faith are represented, some by large congregations, and others by small groups of adherents, all enjoying protection and liberty of propaganda under the law. These religious organizations number about two hundred and forty, and include Roman Catholic, Methodist Episcopal, Baptist, Episcopal, Lutheran, German United Evan-



gelical, Jewish, Presbyterian, German Evangelical Reformed, United Presbyterian, Congregational, Evangelical Association, Unitarian, Universalist, German Methodist Episcopal, Free Baptist, Free Methodist, African Methodist, Church of Christ, New Jerusalem, Salvation Army, United

Brethren, Friends, Adventists, Spiritualists and others. Some of the finest church edifices on the continent adorn the streets and avenues of the city, and afford opportunity for worship and service for large congregations.

In the business evolution and general expansion of Buffalo, some of the churches have moved to the newer residential districts, but several congregations have remained downtown to minister to both resident and transient alike. This is especially true of Saint Paul-Episcopal, and Saint Joseph-Catholic, both of which are centers of spiritual influence and practical helpfulness in the business heart of the city. Religious work has been carried on, not by eruptive religious methods, nor by undue exploitation of reform, civic or otherwise, but by well ordered and determined endeavor to permeate all phases of municipal life with the spirit of truth. Buffalo is not the city it might be,



THE ALBRIGHT ART GALLERY AT BUFFALO IS A MAGNIFICENT STRUCTURE, SITUATED IN A BEAUTIFUL PARK.

and ought to be. There are still moral areas to be reduced and cultivated, but the church is keeping in touch with actual conditions and striving to develop a social order in which all worthy human interests shall flourish. To the achievement of this civic ideal, the church is giving herself with high faith and unfailing enthusiasm. All activities that contribute to the comfort, happiness and health of the people, and all influences and movements that count for a higher standard of civic excellence, are regarded as having a place in her commission.

The church in Buffalo has maintained close and effective relations with educational work, and has given generously of thought, influence and material means to its advancement. Several denominations are directly interested through their own schools, and at considerable cost are working out their educational ideals. Though religion is not identified with public school instruction, the church is directly influential in making the public school a moral agency, as well as a center of intellectual achievement, fulfilling its highest function in the production of moral character. Nearly every institution in the city devoted to the relief of the poor, the healing of the sick, and the care and education of the unfortunate, is connected with the church in its origin and support, if not by direct control.

Settlement work has been undertaken, and receives generous support and co-operation from several religious bodies. Work of this character is represented by such institutions as Welcome Hall, Trinity House Settlement, Watson House, Westminster House, Neighborhood House, Zion House and Angel Guardian Mission. These institutions are all centers of positive influence, and by precept and example are earnestly endeavoring to teach a better manner of life. They are ministering for intelligence, cleanliness and a better moral order in those parts of the city where they are located. It is a matter worthy of special mention, that all settlement work is supported solely by the churches themselves. These institutions are of inestimable value as a means of expressing the spirit and purpose of religion in a direct, effective and comprehensive way.

"The Buffalo Federation of Churches" is a recent organization, and registers one hundred and eighty churches in its membership. Its purpose includes fellowship and unity for the Protestant churches, and co-operative effort for the advancement of all that effects



RECENTLY ERECTED HOME OF THE NEW YORK TELEPHONE COMPANY IN BUFFALO—A VERY HANDSOME STRUCTURE.

the moral and spiritual welfare of the city. Headquarters have been established, a secretary employed and a regular program of work has been formulated.

The Young Men's Christian Association is the second oldest institution of its kind in America. It is the offspring of the church, and has exerted most definite and wholesome influences for the physical, intellectual and spiritual well being of young men. Its Central Building is one of the largest and most complete in its equipment, to be found in any of our large cities. The Y. W. C. A. is likewise an institution of church parentage, and is devoting itself to a higher order of welfare and educational work among the young women of the city.

In such a brief statement it is impossible to describe adequately, the activities of the church in a large modern city like Buffalo. The church, however, is addressing herself to the task of educating people to discern, and stimulating them to achieve a community life animated by public love, and in which the interests of all classes shall be unified in behalf of common welfare, to the end that Buffalo may be a social organism, quickened by a fellow spirit, and united by bonds of public interest and common aim.

## Buffalo, the Electrical Pioneer

By H. R. Ford

Of McCarthy Bros. & Ford, Member Buffalo Rotary Club

LEAVING behind them the wind-swept waters of Lake Ontario, and passing through the quiet channel of the beautiful lower river, an expedition pushed on to the turbulent barrier of the lower rapids. From here a portage was made, up the grand gorge until, silent and awestruck, the first white man stood before Niagara.



From this age of development and engineering achievements, it is practically an impossibility for us to realize the sensations with which this hardy pioneer priest first looked upon Nature's greatest power house. With us, Niagara has been a byword, a familiar fact from birth, pictured and reproduced in various forms until a familiar mind impression, but to this, the first white man, prepared only by imperfect Indian legends, the effect must have been almost beyond realization.

Carried back to the knowledge of the waiting world, it became the greatest of the rapidly growing list of wonders of this unknown country, the mecca of the early adventurer, the scene of some of the most important battles of the frontier, and finally the goal and despair of the modern engineer.

Apart from its grandeur as a spectacle, its dominant impression made upon all that have seen it, has been its boundless power, the realization of the enormous amount of energy tumbling over that huge ledge to waste, and to the engineer seeking to take advantage of each offering of Nature, it stood as a perpetual challenge.

The first primitive step in the development of its power was the building of a channel from above the upper rapids to the side of the cliff below the falls. Water turbine of crude types were installed upon the hillside, and tall ungainly structures hung like barnacles on the side of the gorge to utilize the power so developed.

But it was not this restricted location, this narrow application that attracted the engineers of that day. Less than twenty-five miles away at the gateway to the upper lakes lay Buffalo, thriving, growing, a market for all the power that could be taken from the cataract, and it was there that the eyes

of the engineers were turned. The problem was divided into three classes. First, the harnessing of the power. Second, the transmission to Buffalo. Third, the application of the power at destination.

The scheme for the first part must be credited to Thomas Evershed, at that time division engineer of the western division of the Erie Canal. From his brain originated the so-called "tunnel scheme" developed as it stands today. Cut off from another channel by the earlier development, and by the restrictions of the local municipality, it was his idea to cut a huge opening in the earth's surface on the banks of the upper river, drop the water down to the level of the river below the falls, and by means of a tunnel, over 150 feet below the surface of the town, carry the water from where it left the turbine wheels to the river below.

This scheme practically in its original con-



THE BUFFALO GENERAL ELECTRIC COMPANY'S NEW BUILDING IS ONE OF THE CITY'S MOST IMPRESSIVE SKYSCRAPERS.



### Population of Various Large Cities and Kilowatt-Hours Output of Central Stations Supply Same.

<i>City</i>	<i>Population</i>	<i>K. W. Hours</i>	<i>K. W. Hours per capita</i>
Philadelphia.....	1,549,000	183,870,000	119
New York and Brooklyn.....	4,766,800	639,700,000	134
Boston.....	670,000	161,700,000	241
Chicago.....	2,185,000	799,000,000	366
Buffalo.....	423,700	247,116,000	583

ception, stands today as the basis for four giant power plants, two on each side of the river.

In Cleveland lived America's noted electrical engineer Brush, inventor of the now familiar arc lamp and designer of the Brush dynamo, and to him went the promoters of this project for advice as to how once generated, the power could be transmitted to Buffalo. In the light of the final developments, his answer is interesting. "Erect poles, string wires or cables and carry the power overhead as we now carry the telegraph." When asked if he was confident the scheme would succeed, he replied, "My company will erect the line and if we do not take the power into Buffalo with less than 10 per cent loss, we will not ask for our pay." (A letter covering this proposal can now be found in the original power company's files.)

Mr. Brush's opinion was endorsed by other engineers, notably Thomas A. Edison, and by foreign engineers visited by a traveling commission. As a result in November, 1896, five thousand horse power was transmitted from Niagara Falls to Buffalo, and Buffalo established its position as the pioneer electric city, this being the first power to ever be commercially applied by a central station to industrial institutions, where power was generated and transmitted from a distant point.

It is interesting to note the figures. In 1896, five thousand horse power. In 1907, after an interval of eleven years, sixty-three thousand five hundred horse power in electrical machinery was supplied by power generated at Niagara Falls, while in 1912, one hundred and four thousand, seven hundred and fifteen horse power capacity in electrical machinery was being taken care of, a net increase of 65 per cent in the last five years.

It is well to note here that on the basis of electricity applied per capita, Buffalo shows a result 50 per cent ahead of its nearest competitor, and 10 per cent beyond all competitors but one.

With power in quantity at its door, Buffalo immediately became the pioneer in the application of this power to various industries. Motor drive, a common application today,

was developed. Application to various types of industries never before considered was made. The list includes malt houses, grain elevators, paper mills and even lumber mills. Former conditions in the latter applications being so entirely reversed, that the shavings, sawdust, etc., formerly used as auxiliary fuel, is now baled and sold as a substantial by-product.

Other cities following Buffalo's example, have adopted the schemes of motor drive and motor application developed here for the use of transmitted power, even to the extent where outside power was not available, and where isolated private generating units were utilized.

In addition to the large number of varied applications now in use, each year new ones are added, and the electrical interests of the city are constantly at work developing new applications, and there is every reason to believe that Buffalo will hold its present position and reputation as the pioneer electrical city.

Although located directly on Lake Erie, and convenient to other large bodies of natural ice, the bulk of the ice used for commercial purposes and practically all of the ice used for residential service, is now manufactured artificially from compressors driven by electric motors.

Most of the large flour mills are electrically driven. One large mill having installed two 1,000 HP, 11,000 volt, induction motors, the only motors of this size and voltage that have ever been manufactured.

Two pulp mills, one driven by a 1,200 HP, and one by an 800 HP motor, are grinding pulp brought from the lumber district in successful competition with pulp mills driven by water power adjacent to the pulp supply.

Electro-chemical and reduction development has been carried to a high state of perfection co-incident with the power development since 1896. To these must now be added the recent development in steel furnaces, which the increasing cost of oil and fuel will soon make an important addition to Buffalo's attractive list of assets, a desirable location for iron and steel industries.



# The Chamber of Commerce of Buffalo

By Richard C. O'Keefe

Secretary Chamber of Commerce of Buffalo, Member Rotary Club of Buffalo

**I**N GIVING a complete history of the Buffalo Chamber of Commerce one must go back nearly 70 years, for it was in 1844 that the Buffalo Board of Trade came into existence. It was the pioneer organization of its kind in the Great Lakes region, and, in fact, there are but six in the United States which are older. In the order of their formation they are the New York Chamber of Commerce, dating 1768; the Baltimore Board of Trade, dating 1821; a similar organization in Philadelphia formed in 1833; New Orleans in 1834; Boston in 1836; and in Cincinnati, 1839. Then came Buffalo in 1844.

Although the Buffalo Chamber of Commerce is now rounding out the three score years and ten which the Bible states is the age of man, this organization was never more vigorous than it is at present. Neither were its services in greater demand, nor the work performed by it of more importance to the city and its citizens. As now constituted, the Buffalo Chamber of Commerce is known throughout the country as one of the largest institutions of its kind and a model in administration.

When the Buffalo Board of Trade was formed it was the intention of the organizers that membership in it should mean something, that, generally speaking, it should be a guarantee of enterprise, public spirit, business integrity and trustworthiness. In intention and practice the ideas of the founders of the institution prevail to the present time and account in a large measure for the fruitful work accomplished.

It is interesting to note that when the

Buffalo Board of Trade came into existence, the paramount question was the enlargement of the harbor. Harbor and waterfront improvements and developments today consume a large share of the attention of the Buffalo Chamber of Commerce. What applies to the harbor and waterfront, applies with equal force to the canal and the great lakes generally. It was the Buffalo Board of Trade which in 1854 took the initiative for the dredging of a channel in the St.

Clair Flats at Detroit, and raised \$10,000 toward the doing of the work upon the failure of the general government to provide a proper channel. Although in the early days, the Board of Trade, as history records its activities, apparently devoted the major portion of its attention to the development of Buffalo as a lake port, it did not restrict itself wholly to such work and, in fact, often went far afield in carrying out the desires of its members.

Perhaps the most extraordinary achievement in this respect was the adoption by the Buffalo Board of Trade, in 1862, of the 100th Regiment of

New York Volunteers. This regiment comprised of young men from Buffalo and western New York was in the thick of the fight at Fair Oaks, and out of its total enrollment of 960 men, lost 509. It became a question whether the regiment would not be wiped out by consolidation with other regiments and corps. The pride of Buffalo was touched and the Board of Trade saved the day. It raised a total of more than \$22,000 and with this money succeeded in recruiting the regiment to full strength, mak-



THIRTEEN-STORY HOME OF THE BUFFALO CHAMBER OF COMMERCE, ONE OF BUFFALO'S BIG OFFICE BUILDINGS.

ing it the largest regiment in the department of the Army of Virginia.

Today the activities of the Buffalo Chamber of Commerce are well-nigh as varied as those of Buffalo, the municipality. There is practically no question affecting the city as a whole with which the Buffalo Chamber of Commerce is not prepared to cope immediately and aggressively. It is also of interest in this connection to note that practically no failures are recorded in the history of the Chamber with reference to any projects undertaken by it in the interests of the city or its citizens.

The general plan of operation of the Chamber is regarded as a model by commercial organizations of the country and many of its principal features have been adopted by similar bodies in cities much larger and for more important than Buffalo. The Buffalo Chamber prides itself not merely with being abreast of the times but also with being in advance of the times. In other words, it does not operate in rigid accordance with the old saw "Be not the first by whom the new are tried, nor yet the last to lay the old aside." The Buffalo Chamber is always evolving new plans and carrying them out to meet specific or constant needs.

The Buffalo Chamber of Commerce as now constituted is a large powerful machine so operated as to pay particular attention among other things to the following:

The obtaining of new industries, and promoting industrial life in Buffalo through its Industrial Bureau.

Bringing conventions to this city, and making Buffalo known to thousands of strangers from all parts of the world through its Convention Bureau.

Advertising Buffalo and heralding its advantages everywhere through its Publicity Bureau.

Protecting the unfortunate, and guarding all its citizens against fraudulent schemes of every description through its Bureau of Charities and Survey.

Safeguarding, through its Traffic Bureau, all Buffalo business interests with reference to transportation and terminal problems of all kinds in and out of Buffalo.

Protecting, safeguarding and advancing the business of all wholesalers in Buffalo through its Wholesale Merchants Association.

Giving to the young people of Buffalo the

most advantageous opportunities for self advancement, along lines best suited to their individual cases through its Vocational Guidance Bureau.

Looking after such of the affairs of the city generally as pertain to Civic Improvement, Educational Interests, Municipal Affairs, Public Health, Social and Industrial Conditions, through the correlated activities of the Civic Interests Committees.

Through its Real Estate Association, affording safe and conservative opportunities for the development of Buffalo real estate.

Providing opportunities whereby merchants will be enabled to carry on retail business in Buffalo to the best advantage for all concerned through its Retail Merchants Association.

Maintaining direct contact and supervision and establishing progress with reference to all the big civic, industrial, and other problems affecting the city, and its citizens in any manner whatsoever.

Paying the closest attention possible, taking the initiative, outlining plans of action, and procuring desired results with reference to proposed legislation, whether state or national, which in any way pertains to the interests of the city, its citizens, or the life of the municipality in any way, but never, in any circumstances, deviating from a strictly non-partisan course in such matters.

The above is a faint outline indicating some of the work done by the Buffalo Chamber of Commerce. The Chamber owns its own home, a splendid thirteen story building, in the principal business section of the city. Practically two entire floors of this building are required for the housing of the several interests operated by and in conjunction with the Buffalo Chamber. The importance of the Chamber to Buffalo and the standing that the city obtains through it before the country at large is perhaps indicated in the statement made by Secretary Charles Nagel of the Department of Commerce and Labor, under the Taft administration, on a recent visit to Buffalo, when he had occasion to become familiar with the work of the Buffalo Chamber. In addressing the Convention of the American Foundrymen's Association, incidental to this visit, Mr. Nagel said "I now know that when the Buffalo Chamber of Commerce speaks, Buffalo speaks."

#### IT IS IMPORTANT

That every delegate and visitor should register at the Registration Bureau immediately upon arrival in Buffalo, so that arrangements for entertainment may be completed.

## The Commerce of Buffalo

By Howard J. Smith

Member of the Rotary Club of Buffalo

THE commerce of Buffalo began with an Indian canoe on Buffalo Creek. It grew with the growth of the western country, through the primitive prairie schooner and early canal days, until it has become colossal. The city has grown great with Buffalo's commerce. If anyone should ask you "Why is Buffalo?", the answer is "Rails and water meet at the foot of Lake Erie."

Statistics are tiresome. Our Rotary friends from other cities do not care about the figures which represent, more or less imperfectly, the commerce of the city. They are much more interested in the story of that commerce.

Southeast of Buffalo, in Pennsylvania, are the great anthracite coal fields. Southwest are the bituminous fields. East of the city in New York state are great salt mines. Limestone abounds in Buffalo's vicinity. Ore from Lake Superior meets coal and limestone at Buffalo at the least cost for freight with the result that we have great shipments of coal to Buffalo, both for consumption and for reshipment to the west; great shipments of ore to Buffalo, where iron and steel are produced in large quantities; large shipments of salt from the mines to be reshipped to the western packing houses; and the great grain crops of the west to furnish us with another vast and growing commerce. In addition there is the lumber, now decreasing in amount as the dense forests of Michigan and Wisconsin are cut away, but still larger than the lumber trade anywhere else.

Ore, grain and lumber eastbound; coal, salt and steel products westbound, make the foundation of a great commerce, for these things are staples and move without regard to fluctuations of fashion or changes in duties. When the volume of such movement is measured in millions of tons per year, and when we find that Buffalo exceeds in her tonnage all but four cities in the world and even exceeds those during the eight months the lakes are ice free, we realize the vastness of the movement of freight which has built up the city of Buffalo.

Long before there were railroads, the pressure of trade from the ocean to the lakes forced the building of the Erie canal, and for many years the canal carried east the bulk of the tonnage from the lakes. Then, as more railroads were built and the canal was not enlarged, the traffic swung to the rails, and is still there, but only until the new barge canal, the "Greater Erie," is finished.

Along with the main articles of commerce come a host of lesser products—from the west copper ore and pig copper from the upper peninsula of Michigan, cedar shingles from Washington, lead from the Missouri country, wool from Montana and Idaho, silks

and novelties from China and far Japan and from the east we receive sugar in canal boat loads, phosphates from Florida and Georgia, building stone from Vermont quarries, rosin from the Carolinas, and the thousand and one varieties of manufactured goods from the greatest manufacturing



THE BUFFALO LUMBER DOCKS ARE SCENES OF GREAT ACTIVITY FOR THE BUFFALO DISTRICT IS THE LARGEST LUMBER MARKET IN THE WORLD.



GRAIN CARRYING BOAT AND ONE OF THE MAMMOTH ELEVATORS AT BUFFALO.

city on the continent, New York—going to the west.

The grain includes wheat, corn and oats, barley, rye and flaxseed, and the grain products which move through Buffalo in vast quantities include wheat flour, feeds, bran and oil cake.

One of the greatest advantages of a commercial town is its ability to command the raw materials of a continent at the lowest freight costs. The mere existence of this great trade route through Buffalo gives us the opportunity to manufacture goods under

very advantageous conditions. Grain of all kinds is passing through continually in great quantities. Buffalo has therefore become one of the great milling centers of the world. Flaxseed, gathered from all the lake country, passes through the small end of the funnel at Buffalo, and the largest linseed oil mills in the world are located here. The copper ore has attracted a great smelter, the iron ore has drawn many great steel and iron plants and the phosphate has brought fertilizer plants. In turn the presence of cheap copper, iron, flour and lumber has attracted



UNLOADING ORE AT BUFFALO WHERE LAST YEAR 4,993,973 TONS OF IRON ORE AND 1,741,478 TONS OF PIG IRON WERE RECEIVED.



secondary manufacturing plans until Buffalo has a broader manufacturing business than any city of its size in the country. The census reports show that a larger number of different kinds of goods are made in Buffalo than in any other city.

The growing commerce on the old trade route, plus the increasing manufacturing due

to the commerce, will make Buffalo one of the greatest cities of the country. The full realization of this "manifest destiny" cannot occur until the new canal is finished, and commercial Buffalo is looking forward to 1915 as the next important date after the Rotary Convention. When you get to Buffalo we will tell you more about it.

## Entertainment for Delegates and Visitors at Buffalo

### Something Doing All the Time

BUFFALO IS THE IDEAL CONVENTION CITY. IT IS AT ITS BEST IN SUMMER. IT IS THEN REALLY "THE CITY BEAUTIFUL."

IT HAS miles of smooth asphalt and tree shaded parks in all parts of the city, inviting the wayfarer to rest and observe the beauties of nature. We may have rather hot weather. Every city has its freak spell occasionally, but the chances are that it will be cool and refreshing, and everything made pleasant by the breeze off Lake Erie. We are trying our best to provide a pleasant week for the ladies and the visitors to the Convention, as well as the delegates.

We are starting everybody off right by taking them to church Sunday night to hear Rev. John W. Ross of Calvary Presbyterian Church, a loyal and enthusiastic member of our club.

After the services are over there will be an informal reception for the delegates and visitors at the Statler Hotel. This is just a "get together" and get acquainted proposition. Just a little Glad Hand affair.

On Monday morning at 9 o'clock there will be a ladies introductory reception and in the afternoon, from 4:30 to 6:30, an informal reception and luncheon for them, and Monday evening there is the Moonlight Excursion on the Lake for everybody.

On Tuesday morning at 9:30 there will be a trolley trip around the city and to the Botanical Gardens in chartered street cars for the ladies and those who do not wish to attend the Convention. This will give visitors a splendid idea of the extent and variety of our city.

In the afternoon at two o'clock there will be a scenic trip to Fort Erie and Fort Erie Grove and beach. Fort Erie was of some importance in the War of 1812 and some of

the landmarks of that time are still in existence.

Tuesday evening there will be an entertainment of some sort, probably an informal dance.

Wednesday at 2 o'clock there will be an automobile ride about the city for everybody and a public address in the evening.

On Thursday afternoon there will be an automobile trip to East Aurora, the Home of the Roycrofters, and that is likewise for everybody.

Thursday evening is the typical Rotary Club Banquet for the men and there will be a banquet and musical entertainment for the ladies at another hotel.

Friday is the grand finale; we go by boat from the foot of Main street to the dock above the Falls on the Canadian side and then take the famous Gorge Route trip around Niagara Falls and the Whirlpool Rapids. An opportunity will be given to visit the famous Shredded Wheat plant at the Falls and also the Power Plants if the visitors desire.

We have tried to make our entertainment varied and rational and to give the visitors enough but not too much. We want them to have the finest time ever, but we do not want to tire them out.

We bid you all Welcome to Buffalo, the Convention City, for the week of August 17th, 1913.

The City and all its beauty and all its Rotarian enthusiasm will be at your disposal. Come and make us happy and give yourself that much needed vacation.

THOMAS H. NOONAN,

Chairman of Convention Committee.



## BUFFALO CONVENTION PROGRAM

(Also see page 45 this issue.)

### Sunday, August 17

Arrival of boats and special trains bringing Rotarians and friends to Buffalo.

Delegates from United States, Canada and Great Britain register at the Hotel Statler. (Headquarters rooms will be announced later.)

12:00 m. —Luncheon parties given by members of "The Old Guard."

8:00 p. m.—Divine service, sermon by Rev. John W. Ross, member of the Rotary Club of Buffalo.

9:30 p. m.—Reception at hotel to delegates, visitors and ladies by the Rotary Club of Buffalo.

### Monday, August 18

Opening Session.

9:00 a. m.—Convention called to order.

Reception of delegates from across the ocean.

Addresses of welcome.

Appointment of committees.

Reports of International officers.

Presenting of resolutions.

9:00 a. m.—Ladies' Introductory Reception.

12:00 m. —Address: "The Livest Issue," by Harry A. Wheeler of Chicago, President of Chamber of Commerce of the United States.

2:00 p. m.—Report of Credentials committee.

Report of Committee on Convention Program and Topics, John Dolph of Washington, chairman.

Report of Committee on Non-resident Membership, W. S. Aldrich of St. Joseph, chairman.

Discussion of these reports and of assigned topic:

"Ways and Means of Rotary Extension," by Loren H. Green, of Jacksonville, (Fla.).

3:00 p. m.—Round table of club presidents.

Round table of club secretaries.

4:30 p. m.—Ladies' Informal Reception and Luncheon.

8:00 p. m.—Round table of associate editors.

Round table of chairmen of membership committees.

Moonlight excursion on Lake Erie for delegates and visitors.

### Tuesday, August 19

9:30 a. m.—Visitors' and Ladies' Trolley Trip About the City and to the Botanical Gardens.

Convention Session.

10:00 a. m.—Address: "The True Meaning, Purpose and Opportunity of Rotary," by Allen D. Albert, publisher of "The Minneapolis Tribune," Minneapolis, Minn.

11:00 a. m.—Report of Committee on Business Methods, C. E. Knight, of Detroit, chairman.

Discussion of this report and of assigned topics:

"The Manufacturer and Rotary," by J. J. Wemple, of Cleveland.

"Trade Sections and Their Advantage to Rotary," by O. R. McDonald, of Des Moines.

2:00 p. m.—Meetings of 100 trade and professional sections simultaneously at the offices or plants of Buffalo Rotarians.

2:00 p. m.—Ladies' Scenic Trip to Fort Erie and Fort Erie Grove and Beach.

8:00 p. m.—Reports of trade sections to Convention through their respective chairmen.

9:00 p. m.—Informal Dance.

### Wednesday, August 20

10:00 a. m.—Report of Committee on Constitution and By-laws, E. L. Skeel, of Seattle, chairman.

Report of Resolutions Committee, R. R. Denny, of Portland (Ore.), chairman.  
Discussion of these reports and assigned topic:

"Our Sister Clubs in Great Britain and Ireland," by Frank L. Mulholland, of Toledo.

12:00 m. —Report of Committee on Inter-city Trade Relations, D. E. Perkins, of Oakland, chairman.

Discussion of this report and assigned topic:

"Shall We Have an Association Roster?" by Scott Pierce, of Dayton (O.).

4:00 p. m.—Automobile ride around Buffalo and environs.

8:00 p. m.—Meeting of General Committee.

Election of directors.

Public address by speaker of international reputation.

### Thursday, August 21

9:00 a. m.—"The Experience of Los Angeles with Club Consolidation," by Roger M. Andrews, of Los Angeles.

Discussion.

General and unfinished business.

Invitations for next convention.

Nomination and election of officers.

Installation of new officers.

2:00 p. m.—Meeting of new board of directors.

Automobile trip to East Aurora, the home of the Roycrofters.

Address: "Service," by Elbert Hubbard.

7:00 p. m.—Typical Rotary Banquet, short speeches by club presidents.

7:00 p. m.—Banquet and Musical Entertainment for Ladies.

### Friday, August 22

Visit to Niagara Falls by boat from foot of Main street to the lock above the Falls on the Canadian side and then taking the famous Gorge Route trip around Niagara Falls and the Whirlpool Rapids. Visits to Power and Shredded Wheat Plants.

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**\$5.00—Registration Fee—\$5.00**

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Following the custom established at the Duluth convention a registration fee of \$5.00 is to be paid by each delegate and man visitor to the Rotary Convention at Buffalo. The ladies pay no fee. This goes to the entertainment fund of the convention committee and you may be sure that the Buffalonians will put up several dollars for entertainment for every one put up by the delegates and visitors. The underlying idea is to increase the attendance of visitors by making them feel that they are not "sponging" on the hospitality of the Convention City.



## The Tree of Rotary

By C. E. Howe

Member of the Springfield (Ill.) Rotary Club

**The Soil**—The Business World, one's environment.

**The Seed**—**DESIRE TO SERVE**. The spirit of unselfish service to members. The man who truly serves is ambitious, he realizes that the "Science of business is the science of service" and to be a master he must become the servant of all. So, **SERVICE** becomes "The responsibility of membership." But the desire to serve must carry with it the **HOPE** of the Opportunity to serve, and, so **OPPORTUNITY** becomes "The privilege of membership."

**The Roots of the Tree**—are the **HOPE** of finding it. Each member is hoping for the time when he may have the opportunity to render a great service to his fellow members, so, **HOPE** breaks forth from the strong desire to serve and takes root in the warm rich soil of Rotarianism and grows into

**The Trunk and Branches**—Of **FAITH**. Faith is Hope grown large. **FAITH** is the strong body and arms of Rotarianism branching out all over the commercial world. As faith becomes dynamic in works, as opportunities for serving members increase, the tree grows larger and stronger, nourished by

**The Sap**—Of **LOYALTY**, a quality rarer than radium but the keynote of Rotarianism and expressed by the spirit of true co-operation; the adoption of the Law of Mutual Benefit—"Each for all and all for each." This sap nourishes the tree, is the very essence of life to Rotary, it permeates the seed

and runs through the trunk and branches protected by

**The Leaves**—Of **BROTHERLY KINDNESS** making the atmosphere fragrant with their freshness, affording a shelter from the storm of adversity and a shade from the sometimes too strong sunlight of prosperity, making attractive by this fragrance the stores of the members who know that "The science of business is the science of service," and, as they truly serve, they obtain

**The Fruit**—Of **SUCCESS**. "The zone of Service is the zone of Profit," "He profits most who serves the best." So, **SUCCESS** becomes the "Result of membership," the co-operation of Rotary members. And **TRUE SUCCESS** to members means essentially the perpetuation of the individual's business in such a way as to embody into it the Spirit of Life that his particular business represents, the Essence of Rotarianism. The true Rotarian lives to this end in obedience

to natural law, it is as natural for him to wish to reproduce a successor of his own type, to have his business carried on embodying the principles of Rotarianism as it is for the rose to perpetuate its life in the reproduction of roses through the making of rose-seed. This is the law of evolution and Rotarianism is in response to mankind's struggle to reach the plane of cosmic consciousness where he realizes, in the words of the poet

*"All are parts of one tremendous whole,  
Whose body Nature is and God the Soul."*



## The Salesman, Maker or Breaker of Success

By M. E. Garrison

Vice-President of the Wichita Rotary Club and Vice-President of the Hauser-Garrison D. G. Co.

**W**HAT is a salesman? Webster defines him as one who sells.

There can be no substitute for a wide awake, broad-minded and properly trained salesman.

Every far seeing business man realizes that the salesman is a universal requirement of commerce. The salesman feels the pulse of his trade. He tells the house what his trade needs; he forecasts the coming season's output; has much to do with the shaping of business expansion; and feels first the breath of financial depression.

Who is best qualified for a salesman?

First; the man of pleasing personality, whose first approach to a customer commands attention.

Second; the man who carries sincerity in his face and manner so that the customer places confidence in what he says.

Third; the man of active temperament, full of life's fire, pluck and energy who can gain and keep his customer's attention without tiring him.

Fourth; the man clean of character and not shackled to bad habits.

The man with the above qualifications and who is willing to be taught may become a valuable salesman.

How shall you train him?

He must thoroughly acquaint himself with the line he sells, know and appreciate all its merits. He should know what to say and when to say it. Equally important he must acquire the art of stating these things in such a fluent and attractive manner as to carry conviction. A salesman cannot learn a speech in the house and go out and repeat it parrot fashion, but a thorough knowledge of the merchandise he is selling, its uses and merits, will enable him to avoid such an error and yet be perfectly free in his presentation.

A neat appearance, good manners, gentlemanly style and good address are essential features. In fact, every word spoken, every step taken, either with your customer, in the hotel, at home or on the street, is responsible



in a more or less degree for the salesman's success or failure.

When with your customer, always approach your customer boldly and with confidence, feeling that you are quite his equal. Anything in the nature of a servile attitude or manner is fatal. It is only the man who can hold up his head and feel his importance that makes an impression upon a customer. All talk should be on the article you are selling, or that which will lead up to the article, or win favor with your customer, which will vary

with the individual, but which your good sense of human nature will direct, and as soon as you have secured a customer's order, and shown due gratitude, bid him good-bye, for time is money with the salesman, and you may lose time enough in needless talk in one day to do twice the business. Besides give your customer the credit of being a busy man, and do not consume his time idly.

Never trust to luck, there is no such thing, generally speaking, as luck. Bad luck is bad management and good luck is good management. I have seen many fail who trusted to luck instead of pluck.

Never let a prospective customer, or a competitive salesman, discourage you, remembering that all things yield to the will of the determined salesman who has confidence and courage. Confidence arouses energy, stimulates the mind and gives strength to master difficulties.

House co-operation is important.

You may select with the greatest care, the salesmen who are to represent you in the field, men with experience and training to enable them to achieve maximum results. Their efforts will be for good without doubt, but without intelligent, efficient co-operation on the part of the house, through the sales manager and advertising department, there can be no such results as would otherwise accrue.

Few concerns realize their dependence on the salesman. Merchants, in the smaller towns

especially, look on him as the "firm." It is he they see who makes the personal contact, shares with them their pleasures and sorrows, and gains the friendship and confidence, and the chances are that should he change concerns, he could swing the customers with him.

Regardless of his experience and training the salesman will meet special problems, competition fair and unfair. Other firms may be making inroads into the territory in spite of his most heroic efforts, he may become a bit discouraged, which requires the heartiest co-operation, the lack of which oft prompts the remark, "Oh, Mr. Blank sits at his roll top desk and thinks he knows how to run

things, if he were on the ground he would do differently."

It is an easy thing to write a dictatorial letter saying, "Do so and so"—a far different matter to carry out such egotistical instructions. A good general never commands his army to go and capture the enemy, but leads them, and the sales manager or department not familiar with conditions, would find it much more profitable if instead of writing "Do so and so" would say to the salesman, "I would like to spend a little time with you on the territory," plan with him his trip and thus cement the salesman, the customer and the house closer together.

## Where 10,000 Rotarians Are Located

*An interesting table, showing the membership of each Rotary Club and its relation to the population of the city in which it is located. The total membership at the present time is in excess of that shown here, for these figures are mainly as of 1st March, 1913.*

	Population of City.	Memb'h'p in Rotary Club.		Population of City.	Memb'h'p in Rotary Club.
Greater London	7,252,963	71	Birmingham	132,683	32
Greater New York	4,766,883		Richmond	127,628	125
New York City		63	Paterson	125,600	39
Brooklyn		25	Omaha	124,096	65
Chicago	2,185,283	237	Dayton	116,577	118
Philadelphia	1,549,008	206	Grand Rapids	112,571	25
Glasgow	784,455	192	Spokane	104,402	224
Liverpool	746,566	50	Vancouver	100,401	63
Manchester	714,427	45	Albany	100,253	27
St. Louis	687,029	175	Hartford	98,915	57
Boston	670,585	198	San Antonio	96,614	86
Cleveland	560,663	255	Camden	94,538	56
Baltimore	558,485	111	Salt Lake City	92,777	95
Pittsburgh	533,905	75	Dallas	92,104	136
Detroit	465,766	190	Tacoma	83,743	105
Buffalo	423,715	221	Des Moines	83,368	99
San Francisco	416,912	184	Kansas City	82,331	196
Belfast	385,492	135	Hamilton	81,969	25
Toronto	376,538	56	Houston	78,800	228
Milwaukee	373,857	23	Duluth	78,466	132
Cincinnati	363,591	207	St. Joseph	77,403	75
Newark	349,469	37	Fort Worth	73,312	50
New Orleans	339,075	56	Peoria	66,950	54
Washington	331,069	53	Oklahoma City	64,205	115
Edinburgh	320,315	137	Harrisburg	64,186	102
Dublin	309,272	123	Jacksonville	57,699	71
Los Angeles	319,198	308	Wichita	52,450	81
Minneapolis	301,408	183	Springfield	51,678	50
Seattle	237,194	224	Binghamton	48,443	56
Indianapolis	233,650	70	Sioux City	47,828	97
Providence	224,326	128	Halifax	46,619	45
Louisville	223,928	100	Pueblo	44,395	30
Rochester	218,149	141	Lincoln	43,973	155
St. Paul	214,744	167	Davenport	43,028	82
Denver	213,381	112	Superior	40,384	46
Portland	207,214	185	San Diego	39,578	71
Columbus	181,511	80	Galveston	36,981	52
Toledo	168,497	82	Joliet	34,670	25
Atlanta	154,839	36	Austin	29,860	27
Oakland	150,174	150	Waco	26,425	21
Worcester	145,986	53	Madison	25,531	34
Syracuse	137,249	201	Beaumont	20,640	39
Winnipeg	136,035	98	Cleburne	10,364	25



## The Legend of a Mirror

A Story Founded On Chinese Folk Lore

By J. Leffingwell Hatch, M. D.

Associate Editor, Rotary Club of New York

*The Short Story makes its debut in this issue of THE ROTARIAN. We have long wished to publish fiction occasionally but have never felt that we could afford to pay the price. Suddenly along came this gratis contribution from Dr. Hatch. It is such a good story—so original in theme and so artistically treated—that we feel that our readers will join us in thanks to the author.*—THE EDITOR.

MANY years ago, so the old chronicles tell us, there lived in the interior of China a happy pair who were in love with each other. They were neither of them rich in this world's goods, he having only his two strong arms for a fortune and she those feminine charms that had attracted him as her dowry.

Nevertheless, they determined to marry but in order to do so they had to move far away from the neighbors where there was more land. There he built a small house with his own hands, and tilled a little garden from the products of which they lived.

Notwithstanding all their hardships, they were very happy, and very much in love with each other. He never grew tired of praising her excellent qualities, and would tell her over and over again each day, "that she was the most beautiful woman in the world," when she naively would reply to him, "it is love that makes me appear so in your eyes."

Thus the time passed but nothing ever occurred to mar the tranquility of that happy household. One child, a daughter, had been born to them, and this tie of flesh and blood, which is the sweetest bond that can unite two loving hearts, served to strengthen their devotion and increase their affection.

The little garden had grown in size from year to year and the father also had built an addition to the house.

They had been married perhaps ten years, when one day they received word that the father, Tsan Foy, had come into a legacy by the death of a relative who had lived in a distant village. This legacy consisted of 500 *tchen*, about fifty cents in our money, but to them it seemed a vast fortune. There were many discussions over it, as to how it should be employed after Tsan Foy received it; when and how he was to obtain it, for the village was at a great distance, and he had not even an ass to aid him on his journey.

Finally he set forth on foot, with some food wrapped up in a napkin and a stout stick in his hand. His journey was of great interest to him, for he had never been so far from home before. At night he would lie down under the placid heavens and looking up at the stars, think of the dear ones at home and of that happy day when he would be with them once again.

At last after many months, footsore and weary, Tsan Foy arrived at his destination. He had never been in such a large place before, and there was much to hold his attention, he walked slowly, now and then pausing to observe something of more than particular interest.

After he had been to the place where he received his money, he decided to walk about the town before turning his face homewards and see more of those strange sights that were making such an immense impression upon him and which would furnish abundant material for conversation in the long evenings after his return.

He was standing in front of a shop looking at the wares displayed outside, when the proprietor came up to him and said: "Walk in, friend, and examine more carefully what goods I have."

Like all people who have for the first time in their life a considerable sum of money in their possession, Tsan Foy felt a great desire to purchase something, but he had no idea of the value of things, or how far his 500 *tchen* would go. The good shopkeeper aided him, however, extolling the merits of his goods, and after the manner of these people soon drew from him the fact that he had just received a legacy, and that his wife was the most beautiful woman in the world.

"If that is the case then," said Tsan Foy's newly acquired friend, "what you must get for her is a mirror."

Now Tsan Foy had never seen a mirror

in all his life and when the man produced one, he knew not for what purpose it was intended.

The man good-naturedly told him to look in and he would see his own face. This he did and there beheld the face of a very ugly, ordinary-looking Chinaman. As he had never seen his own face before he was loath to believe it to be his at first, and only when the shopkeeper looking over his shoulder and pointing at first his own face and then that of the traveller, said "This is my image, and that is thine," could Tsan Foy fully grasp this wonderful phenomenon.

"And will it also show the face of my wife?" he asked, still incredulous.

This the shopkeeper assured him was beyond doubt, and if she was as beautiful as Tsan Foy had described her, he could make her no present that would please her more, for "all the beautiful women in the world spend many hours each day in front of their mirrors, besides if it did not show her face, he could bring it back and he would refund the money to him."

Tsan Foy took the mirror and some little nicknacks for his daughter, and left his *luchen* with the noble shopkeeper who told him that he now knew what constitutes trade, the great factor in the evolution of the prosperity of cities, states and countries.

Tsan Foy wrapped up his mirror and carrying it as carefully as he would have a jeweled crown, turned his face toward that happy home from which he had been gone so long. Hastening his steps that he might be the sooner with the loved ones and tell them again of that great joy in his heart and the new and startling sensations of which they were ignorant, he arrived there in less time than it had taken him to make the outward journey.

The meeting of course was affecting, and the wife and daughter had to be caressed at some length before Tsan Foy could find time to speak. All the while he was thinking of the mirror, and wondering if it still possessed the power to reproduce the living face. At last his hopes were rewarded, for he not only saw his wife's face in the glass, but his with hers, and also that of their little daughter.

Of course he had to explain to his wife that the mirror reproduced the image of herself, just as the shopkeeper had done for him, and they talked for hours together over this wonderful thing which he had brought from such a distance, and with so much difficulty.

Things went on thus in the even tenor of their way for a few years, until one day the

wife was taken ill. She had much fever and a bad cough, and finally had to take to her bed, but the good husband waited on her and did all in his power to relieve her, and never ceased to tell her that she was the most beautiful woman in the world. But she knew different now. She kept the mirror under her pillow and would study her face each day. She saw how the bloom had left her cheeks, how they had sunken in, and what a strange pallor her skin had; but her eyes, ah! what a wonderful talisman is the eyes, shone like two twin stars, and fascinated her, for she knew that she was dying, and she believed that she was already being transfigured.

One day she called the child to her bedside and told her how that soon she must leave her for a far journey, that she was all worn out with her illness, but that where she was going she would be better off, and so happy, and that she would grow more beautiful there each day.

The little one cried, but was comforted by the thought that her mother would be better where she was going, and that she would grow more beautiful every day.

At last the mother passed away, and there was mourning in that hitherto happy household.

\* \* \* \* \*

About three years after her mother's death, the little girl began to develop into early womanhood, but the father noticed that she was not gay like other girls but often sad, and sometimes that her eyes had the look about them as if she had been weeping.

He said nothing to her at first, being a discreet man and thinking perhaps she had some little love affair with one of the neighboring young men; but when he saw that she continued in this sad condition, he called her to him one day, and asked her gently the reason of her sorrow that he might help her if possible.

"Father dear," she replied, "I am not unhappy, instead I am very happy. Don't you remember when mother died, she said she was going away, but would be better there, and grow more beautiful every day? Well, every day I go into the closet there, and I look into the mirror you brought her from the village far away, and I see her dear face just as it used to be, only that she grows more beautiful every day, just as she said she would, and it makes me so happy that I have to cry with joy."

The old man clasped his treasure to his heart, and as he looked out through misty eyes at her, he saw indeed that she was right.

## A Visit to the Pacific Coast Clubs

By Bela W. Smith

Former President of the Minneapolis Rotary Club

**I**F YOU have a retentive mind, you will remember with the minimum mental effort the oration of the high school Demosthenes which started off something like this:

"Napoleon was seated in his tent. Before him lay a map of Italy. He took two pins, stuck them up, measured, moved the pins and measured again. 'There,' said he, 'I will capture him there' and the finger of the child of destiny pointed to Marengo."

Had the ambitious Bonaparte been in my shoes recently when I set out from Minneapolis to visit the Rotary clubs of the Pacific coast, he would have been forced to change his soliloquy upon reaching his base of operations in his march of peace and expansion from that he uttered at the beginning of his memorable Italian campaign.

"There," he would have declared, "I will be captured there," and pointed with eight of his imperial fingers to Seattle, Vancouver, Portland, Tacoma, Oakland, San Francisco, Los Angeles and San Diego.

For I was captured by the genial Rotarians of the west coast and made to surrender to their limitless hospitality.

Our general Secretary had already advised me not to make my presence in town known until I had accomplished all of my private business, as I would be unable to attend to anything of a personal nature after becoming acquainted. I disregarded his advice, and immediately called on President Skeel, that great organizer of Rotary clubs, and at the suggestion of the Seattle club I immediately proceeded to Vancouver, plowed up the ground and sowed a few seeds. How well they were nourished and nurtured by the Seattle crowd you already know, as the Vancouver club now numbers considerably over 100 members. I attended several meetings of the Seattle club, after returning from Vancouver, and was warmly received. Their genial president is always addressed as President Skeel. I don't think I heard the prefix Mister applied a single time. The organization of this club is superb, and the secretary's office seems to be occupied by one or more Rotarians at all times. I believe every Rotarian in Seattle knew that I was in town.

President Skeel and myself were guests of

the Tacoma club at one of their evening banquets, and, as this happened to be the anniversary of Rotary, President Ralph Clarke did the honors and lighted the candles, and, for a coterie of men that are cemented together in close friendship, the Tacoma club will sure head the procession.

At Portland I got in touch with the "baby food" man, Denny, and soon was called on the 'phone by Mr. Cooper, who entertained Mrs. Smith and myself at dinner, and then hurried away to attend a directors' meeting of the Portland club. I attended the regular meeting of the club the next day, and am sure that the parliamentary tactics of President Cooper were instrumental in removing the partitions, providing a larger meeting place. This club meets promptly at 12 o'clock. Every elevator in the building was pressed into service, and I believe that by 12:03 two-thirds of the members were at the tables.

At Oakland President Robertson insisted on Mrs. Smith's attending the Rotary club, which she reluctantly did, and that reminded Robbie Robertson of a story, and they kept us busy all the afternoon, and Mrs. Smith has been talking about Oakland ever since.

It was not my privilege to attend a Rotary meeting at San Francisco but from personal acquaintance with the officers and directors of the club, they sure are a wonderful crowd. I attended a directors' meeting of two hours and thirty minutes duration, and never saw so much business transacted in my life in the given time, and the entertainment afforded me was princely.

I took occasion to call on President Andrews immediately upon reaching Los Angeles, and he invited me to come around Friday noon, and meet a few of the boys, stating that there would be a small number out for lunch. I was very much disappointed at the small number I was to meet, and consequently did not attend that meeting. In reading the paper the next morning I found that there were 350 in attendance. I immediately apologized, and attended the next meeting, and the second meeting, and of all the crowds, that I ever met in a Rotary way, the Los Angeles club certainly takes the prize. As near as I could make out in visit-

ing with the different members, they eat, drink and sleep Rotarianism. In fact, every man I met in Los Angeles seemed to be a Rotarian and some of them have followed me home.

When I went on this trip I assured President Mead and Secretary Perry that I would call on all the clubs on the coast, so I made a special trip to San Diego, carrying with me, as I had at all of the other clubs, the greetings of President Mead and Secretary Perry. I found President Haight the right kind of presidential timber, and had the pleasure of addressing the club. As I remember it, the members were practically all young men, none of them with experience in Rotary ways. They certainly had developed a wonderful club, and I should judge, receive more visitors to the proportion of their members than any of the other clubs.

N. B. When Rotarian Smith got back home to Minneapolis, his own Rotary club greeted him with a song which started in this fashion:

#### BELA MAN SONG.

Straight from the land of flowers and wine  
Where Rotary clubs are mighty fine,  
You've come to show us where we can  
Do better yet, our "Bela Man."

#### CHORUS.

Oh, "Bela Man"; sweet "Bela Man,"  
Your noble brow we love to scan,  
And though you have not crossed the sea,  
You've worked those clubs right to a "T,"  
And now you're back, we want to roar,  
We're glad to see you here once more.

## Buffalo Convention Attendance Prize

To increase the attendance at Rotary conventions the Houston Rotarians offer a twenty-inch Sterling Silver Loving Cup of beautiful colonial design for the best club representation at the Buffalo Convention.

This trophy is to be contested for annually and is to be a "Convention-mileage-and-attendance" prize.

International President Mead and International Secretary Perry are to appoint judges to make the first award of this trophy at the forthcoming convention at Buffalo in August, under the following conditions:

Each club will be allowed ONE POINT for each member (active or associate, delegate or visitor) for each one hundred miles, or major portion thereof, of his club's city's distance from Buffalo.

On this basis 45 members attending from Syracuse (N. Y.) would count in the award on the same equitable basis as 9 members from Chicago; 14 members from Philadelphia on the same basis as 2 members from Los Angeles; Des Moines (Iowa) with 5 members attending would count 45 points; Jacksonville (Fla.) with 5 members attending would count 65 points, and so on.

The Houston Rotarians being donors formally disqualify themselves as contestants this year. President Cornell says they would win it "hands down" on the mileage basis and besides "there would be no fun winning your own prize."

## WHO WILL WIN IT?



## THE ROTARY ROUND-TABLE

FOR THE DISCUSSION OF MATTERS OF GENERAL INTEREST

### Other Allied Lines May Get Together and Follow the Example of the Insurance Men.

Rotarian Wm. H. Stanley of Buffalo submits the following interesting circular gotten out by the insurance men of the Rotary Club of Buffalo:

#### ROTARY INSURANCE INTERESTS.

A Rotary principle is "One representative from each line of business."

When our Club was organized, one representative from each of the principal lines of insurance was admitted. We realize, however, that the modern idea of business expansion makes it difficult to find a large number of men, each with a business separate and distinct from all the others. It is inevitable that there will be some overlapping and conflict. This is true of insurance, as most of our members handle lines other than those they represent.

In order to exemplify the true Rotarian spirit, we have formulated a plan whereby the members of this Club may place their insurance business with any one of the undersigned, who will in turn pass it on to the proper representative in our organization.

We do not presume to say that members are under obligation to favor any particular individual, but it may be that one of these five men is your particular personal friend, and that you may prefer to deal with him. He will see that his brother Rotarian gets that portion of your business which he represents.

Thus we will be an example of the harmonious spirit of Rotary: "He profits most who serves best."

*"Each for all, and all for each."*

NELSON C. SPENCER, Liability Insurance.  
WILLIAM D. CAMP, Life Insurance.  
MYRON BREWER, Credit Insurance.

WILLIAM H. STANLEY, Accident and Health Insurance.  
WARD H. McPHERSON, Fire Insurance.

### What Do You Like Best in Rotary?

In sending out the notices for a recent luncheon, the secretary of the Jacksonville (Fla.) Rotary Club asked the question, "What do you like best in Rotary?" Twenty-seven answers were received and at the suggestion of a member, the club was given the opportunity to vote upon the question, "Which is the best?"

Following are the twenty-seven answers submitted to the original question:

1. Friendship in its true meaning, Friendship of the Golden Rule type.
2. The get-together principle.
3. Good fellowship.
4. The co-operation of many, varied and representative business interests without confliction and with progression as a common goal.
5. Good Fellowship.
6. The spirit of give and take fellowship of the old and new members.
7. That spirit of kindness and consideration for the welfare, rights, and opinions of others; in short, helpfulness, justice and mental breadth.
8. Rotarians.
9. The good fellowship existing between its members and the interest the club takes in matters looking to the betterment of conditions affecting the individual as well as the public generally.
10. The privilege of getting well acquainted with so many good fellows whom otherwise I would meet either casually or not at all.
11. The news I get out of it, also the eats and the comedy of Hoyt, Race, et al.
12. The getting nearer our business associates and the mutual benefits derived, not only for ourselves, but for our brother member.
13. I like the fellowship and the companionship of the members of the Rotary Club who are the most representative business men of our city.
14. Spirit of friendship.
15. The new and many loyal friends I am making.
16. Development of intimate personal acquaintanceship.
17. The good fellowship.
18. Good fellowship.



19. I find the good fellowship prevalent in the club healthy and helpful, socially and otherwise.
20. The Democratic spirit and the friendly feeling it promotes. It eliminates enemies because they are people solely who misunderstand us.
21. Coming in contact with men of affairs who do things and who are delightful as friends.
22. Committee on membership to get together and not delay names proposed.
23. I find in Rotarians that spirit of unselfishness and desire to help the other fellow more strongly developed than in any other body of business men in Jacksonville.
24. Its members.
25. That recognition which compels for each member an "individual distinction" by making the business he represents a part of his personality.
26. The good fellowship that exists and an opportunity of meeting my business friends.
27. The close union between the "semi-social" and the business life of the members whereby the "sordidness" of business is made a thing forgotten and one's business is elevated to its proper standard.

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### A Suggestion of Possibilities in the Vocational Section Idea.

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July 1, 1913.

To the Editor:

The Des Moines Rotary Club is devoting most of its time and energy, outside of the regular meetings, to the organization of the Vocational Sections for the International Convention.

Two of our members, B. F. Williams and your humble servant, visited as many Rotary Clubs as possible between Baltimore and Des Moines, covering two lines of railroad, on their return from the convention of Associated Advertising Clubs of America. The idea of having a sectional meeting for each line of business has been received very favorably by all of the clubs talked to, and there is no question but that after the plan is once well started, it will prove one of the greatest benefits of Rotary.

One of the best examples of the possibilities of the sectional idea is found in hotel business. The Des Moines Rotarians, who were in attendance at the convention at Baltimore were at the Hotel Imperial in New York and brought nine people with them. This is the New York Rotary Hotel, which meant in the neighborhood of \$600 worth of business. This same bunch were given a list of the hotels in the towns they expected to visit on their return.

Speaking for myself, I stopped at the Rotary Hotel in Philadelphia, Harrisburg, Pittsburgh, Dayton, Cincinnati, and Indianapolis. In every case I asked the man behind the desk who the Rotary member was in the hotel. In no case did the man know. A roster of the club members was not on file with the chief clerk in any case.

The Rotary Hotels can do themselves a lot of good because there is no line of business that is in a better condition to profit with their affiliation with the International Association, and the sooner they get their section organized, the sooner they will begin to realize something of the possibilities.

What can be done in the hotel section can be done in other sections throughout Rotary. I venture to say that in the meetings at Buffalo a great many ideas will be suggested and the chairman and secretaries of the various sections will have a wonderful opportunity to make their sections effective during the year following the convention.

O. R. McDONALD, *Secretary.*

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### Irish Rotarians Essay Definitions of Rotary

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Not so long ago the Rotary Club of Belfast had a contest amongst its membership for the best answer to "What is Rotary?"

In this contest definitions were to be limited to seventy-five words, but it is proposed to have another contest with a thirty word limit. There were fourteen entries and number 13, by vote of the club, was declared the prize winner. Rotary surely is appreciated in Ireland, as the following quotations show:

#### No. 13.

Rotarianism is the result of friendly intercourse and good fellowship with other men in very different branches of business. No vows are expressed, but better acquaintanceship by attending at Rotary Meetings is the all important rule, which when realized means recommendations and preferences to the "never absent" man.

Let our City's Motto be Rotary too—"Pro tanto quid retribuamus," what return shall we make for so much, and "He profits most who serves best."

#### No. 4.

Rotary is an association of business people, formed for the purpose of helping each other, and stimulating self help, self respect, and high commercial and civic ideals."

No. 2.

The FELLOW who SPOKE and ("HARRIS-ED" me) about the HUB of Rotary was no KNAVE, he knew the feeling that "TYRES" one pushing along the rough ROAD of business, could be overcome by "hitching his WAGON" to that magic wheel called Rotary, which had no use for CRANKS, but whose driving forces are service and goodwill.

No. 3.

To Recommend Fellow Rotarians and their wares to your friends.  
To Order from Rotarians, other things being equal.  
To Take a kindly interest in everything for the welfare of the members.  
To Attend all Rotary meetings so as to interchange ideas and promote good fellowship.  
To Recollect that the other members are doing the same for you.  
To Yoke yourself up with the other Rotarians in making the movement a success.

No. 1.

Mutually patronizing,  
Mutually advertising  
The wares of your fellow Rotarian;  
But it must be borne in mind  
That to keep the trade you find  
Good value must be given unvarying.

## Out Where the West Begins

Borrowed from a card of the Rotary Club of Denver. If we knew the author's name we surely would print it.

Out where the handclasp's a little stronger,  
Out where the smile dwells a little longer,  
That's where the West begins;  
Out where the sun is a little brighter,  
Where the snows that fall are a trifle whiter,  
Where the bonds of home are a wee bit tighter,  
That's where the West begins.

Out where the skies are a trifle bluer,  
Out where friendship's a little truer,  
That's where the West begins;  
Where there's laughter in every streamlet flowing,  
Where there's more of reaping and less of sowing—  
That's where the West begins.

Out where the world is in the making,  
Where fewer hearts with despair are aching—  
That's where the West begins;  
Where there's more of singing and less of sighing,  
Where there's more of giving and less of buying,  
And a man makes friends without half trying,  
That's where the West begins.

## More or Less Personal



You should come to Buffalo. Never mind how many delegates your club is entitled to—come on along to Buffalo anyway. You can sit in the convention hall and be wise to everything that is going on. The Buffalonians have made elaborate plans for entertainment. Rotarians who are not delegates will be just as welcome to the entertainment as the delegates and will have more time to take in the entertainment features than the delegates, who will be busy in the convention hall.

Francis M. Carroll, former president of the Boston Rotary Club, sailed the latter part of June on the steamship *Arabic* for an extensive tour in Europe. While abroad, he will visit the Rotary Clubs of London, Manchester, Belfast, Dublin, Edinburgh and Glasgow, as a special representative of the Boston Club and invite the delegations, coming from the British Isles to attend the Buffalo convention, to visit Boston en route. The English, Scottish and Irish Rotarians will be urged to make Boston the first port of entry in this country, thus giving the Rotary Clubs of New England an opportunity to entertain them.

Cleburne, Texas, has the credit of being the smallest city in population to boast a Rotary club. Some ten of the Dallas Rotarians and four of the Fort Worth fellows went over to Cleburne on the interurban and did the job up in good style. We shall watch with great interest the growth and development of this new club. Some think that the Rotary club won't thrive in small cities. Well, as the Texans might say, *Vamos a ver*, or, as in the days of geometry problems, Q. E. D. Even in a place where "everybody knows everybody else" it may prove that Rotary can change a formal and more or less distrustful acquaintance-ship into an intimate friendship cemented by confidence and the spirit of service.

Rotarian V. Clement Jenkins recently sent us an attractive and meaty acrostic with the word *Service* as the basis which we are going to publish some day if Jenkins will release his copyright long enough. This ex-president of the New York Rotary Club is now actively associated with the Alexander Hamilton Institute whose snappy advertising appears in *THE ROTARIAN* this month (page 63) for the first time. The Institute is a business university of Text, Talks, Problems, Lectures and Service for "those who are already in executive or semi-executive positions and for young men who have brains and the ambition to become

business executives." We note Rotarians on the Institute staff and among its Special Lecturers as well as in its selling organization.

It is reported from Oklahoma City that "Paul M. Pope and Eugene Whittington were elected as delegates to the International Convention at Buffalo. A resolution was passed restricting the manner of Secretary Whittington's expenditures and imposing upon President Pope the duty of taking care of the expense money. He was instructed to keep Mr. Whittington supplied with the necessary funds in amounts not to exceed 25 cents." Under the circumstances Whittington may have to issue personal script to get a real good meal or a shampoo and a shave.

Secretary Rosendorf of Richmond is constantly getting up some piece of printed matter, or other stunt, which will promote fellowship among the Rotarians of various cities and stimulate the organization of Rotary clubs in cities where there are none at present. Mr. Rosendorf offers to contribute a five dollar Conklin fountain pen to be given to the Secretary whose get-ups are decided best by any committee appointed at the Buffalo convention, excluding roster and notices.

Ivan E. Allen was the dynamic personality that finally took hold and made the Rotary Club of Atlanta, Georgia, a reality. Mr. Allen is an officer or director in a long string of active organizations but the appeal of Rotary could not be resisted. The new club will not only have a delegation at the Buffalo convention, but it will invite the Association to convene in Atlanta.

The words of the song, "The Boston Rotarian" (composed by Mr. Henry F. King, a member of the Boston Rotary Club) which appeared in the July issue of *THE ROTARIAN*, could be localized by any Rotary club for its own use by substituting its own name in place of the word "Boston," in the three places where the latter word appears, or if preferred, use "loyal," or "jolly," or any other similar adjective of two syllables with the accent on the first one. Mr. King says he would be pleased to see the various clubs try it out.

Chicago Rotarians had an opportunity the week of June 30th to see a moving picture of the automobile float entered by the Portland (Ore.) Rotary Club in the motor car parade held in connection with the Portland Rose Festival. The picture of the Rotary float was shown at the Majestic Theatre in connection with the Pathé Freres Weekly Review, a feature shown in vaudeville houses throughout the country and the music halls of England.

Mr. A. F. Dawson has presented *THE ROTARIAN* with a neatly bound book giving an interesting history of the institution of which he is president—the First National Bank of Davenport (Iowa) which is also the first National Bank ever started in the United States. Mr. Dawson is a keen Rotarian and was president of the Rotary Club of Davenport last year.

## The Rotary General Relief Fund Report

An editorial in the May issue of THE ROTARIAN described in some detail the remarkably successful work done in raising the Rotary General Relief Fund by appeals to the various clubs for money to aid the storm and flood sufferers of Nebraska, Ohio and Indiana.

In the same article there was set forth the distribution of \$8,000.00 to Omaha, Dayton, Columbus and the Red Cross in equal portions. Since that time only \$500.00 more has been disbursed from the fund and this went to Dayton. The balance of the fund remains in the treasurer's hands at the disposition of the Executive Committee, the present members of which have indicated their desire to give of the fund again to Omaha and Columbus if further need should appear and to have the Association retain the balance as a Rotary Relief Fund for other occasions of like nature.

In the adjoining column appears a statement of the receipts and disbursements of the General Relief Fund, together with such reports as were sent to headquarters of additional amounts of money given or raised by Rotary clubs for this same relief work, but not sent through the hands of the treasurer of the Association. Many of the clubs declined to make any attempt to tell or estimate what the club had done. It was easier to get them to give money than it was to get them to tell of their good deeds.

While the Executive Committee was convened in Chicago particularly for the purpose of deliberating upon the proper method of disbursing the funds which had been raised, the Committee, having assembled together, transacted general business of the Association as well and therefore, the expenses of the executive committee meeting were divided in two and one-half was charged to general expense of the Association, instead of to the relief fund.

The Western Union Telegraph Company generously waived all charges made to headquarters for relief work messages sent over its wires.

Rotarian Donald M. Carter of Chicago has offered a suggestion which may prove of greatest benefit. The idea is that relief shall be given by and from governmental sources in the event of a great disaster, instead of requiring an appeal to individuals with the consequent loss of time and efficiency in extending relief and the cost of raising and handling the funds.

When the necessity for help arises the government will furnish all the money needed for relief and then as soon as the amount is ascertained the government will use a special revenue stamp called a disaster tax stamp, which shall be sold and used as internal revenue stamps have been used in connection with raising war taxes.

In this way the government would be reimbursed for its unexpected and unusual expenditure and the raising of the funds would be distributed quietly over the whole nation.

A committee of the Chicago Rotary Club has the matter under consideration at the present time and may present it at the Buffalo convention as something to be taken up by the Association and worked out and offered as a suggestion to the legislative bodies of the nations represented in the membership of the Association.

C. R. P.

### Name of Club.

Name of Club.	Cash contributions sent to the Treasurer of the Association.	Amounts reported to headquarters as contributed directly in money or supplies to the stricken cities or to the Red Cross.	
		\$	%
Austin .....	\$ 50.00		
Baltimore .....			
Belfast .....	50.00		
Binghamton .....	100.00		
Birmingham .....	100.00		
Boston .....	562.00		
Brooklyn .....	5.00		
Buffalo .....	206.91		
Chicago .....	1,125.25		
Cincinnati .....	31.30		500.00
Cleveland .....			700.00
Columbus .....			55.00
Dallas .....	147.50		
Davenport .....		1,075.00	
Dayton .....		350.00	
Denver .....	200.00		
Des Moines .....	500.00		
Detroit .....	500.00		
Dublin .....	132.43		
Duluth .....	323.50		
Harrisburg .....	26.00		
Hartford .....	98.00		
Houston .....	500.00		
Jacksonville .....	500.00		
Kansas City .....	313.00		
London .....	100.00		
Los Angeles .....	532.00		
Louisville .....			50.00
Milwaukee .....	50.00		
Minneapolis .....			150.00
Newark .....			50.00
New Orleans .....	100.00		
New York .....	40.00		
Oakland .....	29.00		325.00
Omaha .....			340.00
Philadelphia .....	1,077.00		235.00
Pittsburgh .....	100.00		
Portland .....			500.00
Providence .....	180.00		
Pueblo .....	150.00		75.00
Rochester .....	141.00		
St. Joseph .....			75.00
St. Paul .....	100.00		
San Antonio .....	200.00		
San Diego .....	200.00		1,000.00
San Francisco .....	597.50		875.00
Seattle .....	400.00		
Sioux City .....	306.00		
Superior .....			288.00
Syracuse .....			7,125.00
Tacoma .....	400.00		
Toledo .....	75.00		25.00
Toronto .....	100.00		
Washington .....			23.00
Wichita .....	30.00		
Winnipeg .....	271.50		100.00
Worcester .....			30.00

Total Cash Received by Treasurer Chapin ....	\$10,649.89
Total Amount Additional Contributions Reported .....	\$13,996.00

### DISBURSEMENTS FOR RELIEF

To Dayton, Ohio .....	\$2,500.00
To Omaha, Neb. ....	2,000.00
To Columbus, Ohio .....	2,000.00
To Red Cross .....	2,000.00
	\$ 8,500.00

Expenses:	
Telegrams, Traveling, Exchange, Executive Committee meeting .....	274.22
Balance on hand .....	1,875.67
	\$10,649.89



## CLASSIFIED DIRECTORY OF PROFESSIONAL MEN IN ROTARY

### CERTIFIED PUBLIC ACCOUNTANTS

- Chicago, Ill., Edward E. Gore.  
824 Monadnock Bldg. Phone Harrison 1232.
- Jacksonville, Fla., Thos. C. Hutchinson.  
511-512 Dyal-Upchurch Bldg. Phone 312.
- Minneapolis, Minn., Ralph D. Webb.  
830 Lumber Exchange. Phone N. W. Main 47.
- Pittsburgh, Pa., Frank Wilbur Main.  
723-6 Farmers Bank Bldg. Grant 2368.
- Saint Paul, Minn., Herbert M. Temple.  
805 Germania Life Bldg. Phone N. W. Cedar 519.
- San Francisco, Calif., L. H. Greenhood.  
407-9-11 Clunie Bldg.
- Seattle, Wash., E. G. Shorrock & Co.  
222-223-224 Central Building.

### ARCHITECTS

- New York, N. Y., Brazer & Robb.  
1133 Broadway. Phone 3901 Madison Square.
- Camden, N. J., Moffett & Stewart, Inc.  
Jessup Building. Phone, Bell 1535.

### ATTORNEYS-AT-LAW

- Buffalo, N. Y., Botsford & Lytle.  
834 Prudential Building.
- Camden, N. J., William G. Hodgson.  
548 Federal St. Bell Phone 957.
- Chicago, Ill., Harris, Dodds and Kagy.  
1317 Unity Bldg. Phone Central 2018.
- Cincinnati, Ohio, Gideon C. Wilson.  
54-55 Wiggins Block. Phone Main 413.
- Cleveland, Ohio, Weed, Miller & Rothenberg.  
404 Century Bldg. Phones Main 4107 Cen. 489-W.
- Columbus, Ohio, Bennett & Westfall.  
8 East Long Street. Main 5411.
- Dayton, Ohio, Lee Warren James.  
509-516 U. B. Bldg. Phones Bell M. 601, U. S. 2601.
- Denver, Colo., Chas. W. Franklin.  
834 Equitable Bldg. Phone Main 2027.
- Duluth, Minn., Frank E. Randall.  
207-8 Providence Bldg. Phones: Grand 746, Melrose 726.
- Indianapolis, Ind., Pickens, Cox & Conder.  
Chamber of Commerce.
- Jacksonville, Fla., D. H. Doig.  
Dyal-Upchurch Bldg. Phone Bell 304.
- New Orleans, La., H. W. Robinson.  
226-229 Hennen Building. Phone Main 4005.
- New York, N. Y., Wm. J. Dodge.  
149 Broadway (Singer Bldg.). Phone Cortland 4784.
- Oklahoma City, Okla., Bennett & Pope.  
1018-1020 Coleord Bldg. Phone Walnut 4776.
- Omaha, Neb., Harley G. Moorhead.  
632-636 Brandeis Theatre Building.
- Philadelphia, Pa., Glenn C. Mead.  
818 Real Estate Trust Building.
- Portland, Ore., Estes Snedecor.  
726 Corbett Bldg. Phone Marshall 1256.
- San Francisco, Calif., Carlos P. Griffin.  
704 Pacific Bldg. Patents. Corporations.
- Seattle, Wash., E. L. Skeel.  
1008 Alaska Building. Phone Main 6511.
- Spokane, Wash., Lawrence Jack.  
610 Hyde Block. Phone Main 3008.
- Toledo, O., Frank L. Mulholland.  
1311-17 The Nicholas Bldg.

Winnipeg, Man., A. W. Morley, LL. B.  
601 McArthur Bldg. P. O. Box 1432. Phone Main 228.

### ATTORNEYS-AT-LAW (Patents)

- Kansas City, Mo., Arthur C. Brown.  
600-2 Shukert Bldg., 115 Grand Ave.
- Philadelphia, Pa., Howson & Howson.  
West End Trust Bldg.
- Toronto, Ont., H. J. S. Dennison.  
Patent & Trade Bldg., 18 King St. W.

### ATTORNEYS-AT-LAW (Accounts and Adjustments)

See also "The Service System" Page—

- Philadelphia, Pa., Archibald Todd Johnson.  
818 Real Estate Trust Bldg. Phone Filbert 46-35.

### DENTISTS

- Cleveland, Ohio, Dr. William O. Haldy.  
811 Schofield Bldg. Phone Main 1859.
- Chicago, Ill., Dr. Will R. Neff.  
Suite 1112 Republic Bldg. Phone Harrison 1820.
- Louisville, Ky., Albert B. Weaver.  
Atherton Bldg. City 566, Main 596.

### OSTEOPATHS

- Chicago, Ill., Dr. Ernest R. Proctor.  
27 Monroe St., (Bogardus Bldg.) Phone Central 5240.
- Los Angeles, Calif., Dr. Edw. Strong Merrill.  
304 O. T. Johnson Bldg. Phones A2193 Main 1049.
- Los Angeles, Calif., W. F. Traugbber.  
707-8 Hollingsworth Bldg., Main 1687, F. 7114.
- New Orleans, La., Dr. Henry Tete.  
1117 Maison-Blanche Bldg. Phone Main 4722.
- New York, N. Y., Clinton E. Achorn, D. O.  
17 East 38th St. Corner Madison Ave.
- Philadelphia, Pa., James C. Snyder, D. O.  
420 Pennsylvania Bldg. Phone Spruce 4772.
- St. Louis, Mo., Dr. Homer Edward Bailey.  
229-32 Frisco Bldg., Ninth and Olive Streets.

### PHYSICIANS AND SURGEONS

- Buffalo, N. Y., Charles H. Andrews.  
588 West Delavan Ave. Phone North 882.
- Cleveland, Ohio, Dr. A. Clynton Scott.  
6523 Euclid Ave. Phone East 2698J.
- Denver, Colo., Dr. Chas. A. Ellis.  
Albany Hotel. Phone Main 5454.
- Omaha, Neb., T. J. Dwyer, M. D.  
Creighton Bldg.
- Portland, Oregon, Ben L. Norden, M. D.  
528 Medical Building. Phones Main 1089, A5312.
- San Francisco, Cal., Dr. Chester H. Woolsey.  
350 Post Street. Douglas 2222. (Hrs. 1 to 4.)

### PHYSICIANS (Specialists)

- New York, N. Y., Fred B. Sutherland, M. D.  
40 E. 41st St. Surgeon Eye, Ear, Nose and Throat.

### UNDERTAKERS

- Chicago, Ill., Arntzen, Inc.  
810 North Clark St. Auto Ambulances and Hearses.
- Philadelphia, Pa., Armstrong & Son.  
Funeral Directors. 1600 Columbia Av. Poplar 6030.
- Winnipeg, Man., Clark-Leatherdale Co., Ltd.  
Funeral Directors. 232 Kennedy St. Main 822.



## WHAT THE CLUBS ARE DOING

The practise of rotating the news letters of the various clubs has been abandoned and with this issue and hereafter, the reports of the associate editors will be arranged alphabetically.

### BINGHAMTON (N. Y.).

At a recent meeting of the Binghamton Rotary Club, the following officers were elected:

Frederick W. Brandt, president; George L. Nelson, vice-president; Clarence L. French, secretary; Walter H. Morse, treasurer; Sol Lichtenstein, sergeant-at-arms.

The new directors chosen are Arthur E. Dean, Frederick W. Bailey, Frank S. Bump, William Geigle, Harry F. Williams, Benjamin T. Ash, William F. Seward, F. Ellis Bond, Alvin L. Gilmore and Martin H. Sawtelle.

Just out of the yearling class, the club membership is now eighty, with a waiting list and still growing. For the weekly luncheon and short talk, the club meets at the Georgiana Hotel and for the monthly dinner and long talk, at the Chamber of Commerce grill.

In addition to the "boom and boost" and "Let me do you good" forthgivings, we have listened to the following addresses: William Foote Seward, city librarian, "Vocational Guidance" or "Helping Young People To Help Themselves"; Prof. Martin I. Deyo, "Recent Developments of Science"; A. L. Gilmore, civil engineer, "Construction of the Binghamton-Scanton Trolley Line" (an enterprise which has put Scanton on the map and brought it closer to the commercial and educational advantages of Binghamton); and J. F. Bartlett of the Scanton International Correspondence Schools on "A Trip Through the World's School House" (Illustrated).

The emblem of the Binghamton Rotary Club is interpreted as a symbol showing that the club, through its democratic and catholic membership, touches life at every point, so gaining momentum; and being rotary, it revolves on its own axis and by its own power, holding and returning to its own place.

WILLIAM FOOTE SEWARD, *Assoc. Ed.*

### BOSTON (Mass.).



With the beginning of July, all meetings of the club cease until September 10th. This does not mean a period of inactivity for the headquarters office, however. In casting about for a successor to the secretary, who has served for a year and who could not in justice to his business serve longer, the club is very fortunate in securing Mr. Ralph G. Wells. There was no member of the club who could possibly give the time to secretaryship, so the directors went outside of the

club for the right man. Mr. Wells took office July 1st, and is now actively at work. He is also manager of the agency department of the Bureau of University Travel, and has been associated previous to this with the Boston Chamber of Commerce and other organizations in which he did splendid work as an organizer. The securing of Mr. Wells indicates that the present administration is determined to let nothing stand in the way of making the Boston Rotary Club thoroughly efficient for its members. Mr. Wells will also be the associate editor of THE ROTARIAN for the Boston club.

The only event to be chronicled is our annual outing which was held on Saturday, June 28th, at Nantasket Beach. Some thirty worth-while awards were contributed by members of the club for prizes in the various contests. The ladies participated in some of these contests and showed that they could beat the men, especially when it came to throwing a baseball at a target.

On July 17th, a number of members of this club are going to Providence to participate in the annual outing of the Providence Rotary Club. There will also be a delegation there from Worcester. The Boston club has invited Governor Foss and Mayor Fitzgerald to go, and expect to have other distinguished guests.

The theme of principal import just now and during the summer will be our Exhibition, which is to surpass that of last December. The Ways and Means committee, however, have something up its combined sleeve which will far exceed anything in the way of an Exhibition. The matter will be decided by the club at a special meeting, so I shall not divulge the secret until action has been taken.

In sending this, my last letter, to THE ROTARIAN, permit me to thank all the secretaries for the help which I have received from their bulletins and announcements. WILLIAM J. SHOLAR, *Assoc. Ed.*

### BUFFALO (N. Y.).



At about the time this reaches you, Mr. Rotarian, you will probably be under the bed looking for your collar button, with your wife waiting for you to come out and hook her up in the back, preparatory to starting for Buffalo to the Rotary Convention, which, by the way, next to the inauguration of Woodrow Wilson, is the greatest event of the year. While the lid is not entirely

off, we have it tilted so that it can be easily pried loose and the key of the city is ready for delivery to the Rotary horde. A little extra polish on the moon and a little oil on Lake Erie and we will be ready for you with our hands out, palms up.

The Buffalo club is in flourishing condition in every sense, financially and otherwise. Just how we will feel after you have been here and gone is a thing we hate to think about, so forget it. Our meetings are well attended without running any lotteries or attendance marathons. We meet "For the joy of the meeting" and there are mighty few memberships being lapsed for non-attendance. Our members all take an active interest in the organization and we have never yet had to apply artificial respiration to our attendance record.

We recently tried out a dandy acquaintance test. This is not original with us and you may have heard of it before. If so, this does not apply to you. At one of our meetings, duplicate numbered checks were given out at the door of the dining room, one given to the member, the other retained by our president. After the president had placed the numbers in a hat they were shaken up and two numbers withdrawn. As the numbers were called the members holding the duplicates stood up and were each obliged to tell the name and business of the other or pay a fine of ten cents. It was surprising how many fines had to be paid. Try it in your club some day and watch the result.

Nothing of importance has transpired during the past month. We are all laying low for August 17-22, at which time we hope to see YOU in Buffalo.

H. L. HART, *Assoc. Ed.*

### CAMDEN (N. J.)



With the June meeting, at the paper box factory of Allen Jarvis, the Camden Rotary Club completed the first six months of its existence. The Camden club, with a membership of 75, has become to be recognized as a strong factor in the civic and commercial welfare of this city. Much good has already been accomplished and great things are anticipated in the future. Seldom, if ever before, has a new organization become such a potential factor in the development and progress of this city in so short space of time.

The luncheons of the club are being continued throughout the summer, the dinner meetings having been dispensed with, owing to the fact that most of the members go to the seashore and country, during the heated time of the year.

A Rotary Day at Wildwood, N. J., a popular seaside resort some 80 miles distant from Camden, is planned, the date having not yet been fixed.

Camden expects to be well represented at the Buffalo Convention in August.

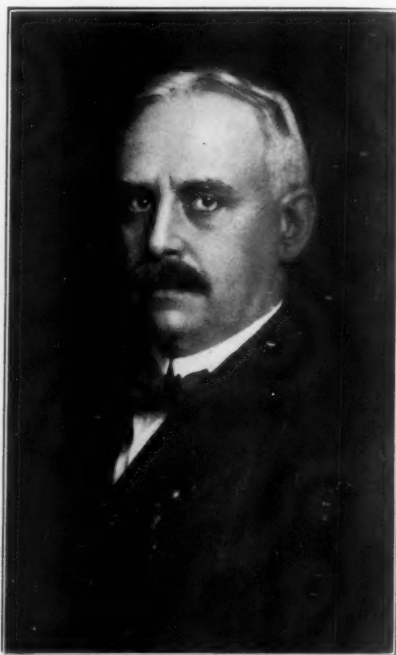
HUBERT H. PFEIL, *Assoc. Ed.*

### CHICAGO (Ill.).



The Chicago Rotary Club has just closed a very successful year. In fact, a record-breaking year, for the club. The secretary's report showed an increase in membership during the year from 199 to nearly 300, also an increase in assets of nearly \$1,200.00.

The annual election was held Thursday evening,



GEORGE LANDIS WILSON

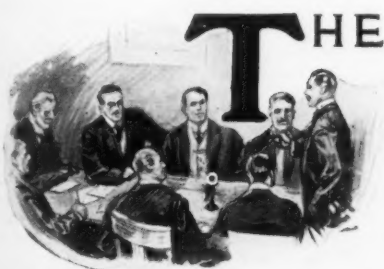
Newly-Elected President, Chicago Rotary Club.

June 26th, and the following officers, directors and delegates to the International Convention were elected:

President, George Landis Wilson; vice-president, Herbert C. Angster; secretary, Alfred A. Packer; treasurer, B. E. Arntzen; financial secretary, Dr. Will R. Neff; registrar, H. G. Carnahan; sergeant-at-arms, Peter Powers; national committeeman, Paul P. Harris; directors, A. W. Glessner, George C. Coney, Carl J. Metzger; delegates to convention, B. F. Affleck, H. A. Crofts, W. R. Neff, F. L. Rossbach, G. L. Wilson.

The club is to be congratulated upon the selection of unusually good men to pilot the affairs of the Chicago club through the current year, and also to represent it at the Convention in Buffalo in August. The retiring president, Harry Crofts, was presented with a silver service by the members

## "You Are Wanted in the Board Room"



**T**HE directors had been in session about an hour, when Williams, head accountant for the firm, received this message.

"Williams," snapped the president as he entered, "would you advise us to issue a block of collateral trust bonds to finance a new addition to our factory which will cost about \$60,000?"

"No," said Williams, "the company's credit is good enough for an issue of \$60,000 one to three-year notes without security. If necessary, the new building could be mortgaged after construction, and at the present rate the business could pay off the whole loan in five years."

A rapid-fire series of questions followed, covering the financial, advertising and sales policy of the firm, to each one of which Williams gave concentrated thought, quick decision and convincing reply.

The president's final question was, "Williams, how would you like to become treasurer of the company at \$6,000 a year?"

A few days later Williams wrote us as follows: "I don't know whether I owe most to you or to my friend in the Carnegie Steel Company who urged me to enroll for your Course and Service. I could have answered few if any of the questions asked me without the knowledge I gained from it. I found out later that the president knew all the time I was following your Course, and wanted to prove to the rest of the directors that I could intelligently consider and discuss business problems.

Our Reading Course in Accounts, Finance, and Management is an opportunity to look into the heart of business.

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of the club as a token of their esteem and appreciation of the splendid showing made during his administration.

During the month, our luncheons and meetings have been unusually well attended, inspiring and instructive. We had our outing on Brother Davis' new steamship "North American," which was thoroughly enjoyed by 300 Rotarians and their friends.

It has been our pleasure to entertain a number of Rotarians from far and near. We always enjoy having visitors with us and endeavor to make them thoroughly welcome.

Everybody is agog over the coming International Convention. From present indications, the Chicago Rotary Club will send a delegation of two or three hundred.

If permissible, we would like to congratulate the editor upon the fine appearance and splendid make-up of the July ROTARIAN. The writer has read it through from cover to cover, including the "ads" and found it very profitable, as well as pleasant reading.

A word of advice to Rotarians taken from our experience. It pays to advertise in THE ROTARIAN.

FRANK R. JENNINGS, *Assoc. Ed.*

### CINCINNATI (Ohio).



The annual election of the Cincinnati Rotary Club, held June 12th, resulted in the election by a large majority of John H. Dickerson as president, to succeed Frank J. Zumstein. The other officers elected were: First Vice-President, Charles E. Roth; second vice-president, Robert Henshaw; treasurer, Robert J. McCombs; sergeant-at-arms, J. K. Stewart; registrar, R. O. Newcomb; directors—R. C. Bunge, Fred G. Sellers, George W. Weedon, C. B. Rattermann, F. O. Stone; International delegates, C. A. Culbertson, Carl Dehoney, H. G. Williamson, F. L. Taylor, and C. B. Wilberding; international alternates, F. W. Schwenk, J. H. Dickerson, M. E. Remelin, Dr. E. H. Thompson, and R. F. Johnston.

On June 19th, the members of the Cincinnati Rotary Club were the guests of Charles E. Roth, the newly-elected first vice-president, at Roth's Packing House in Cincinnati. Several members of the Pittsburgh Rotary Club, who were in Cincinnati attending the Convention of the National Association of Credit Men, were present.

The Cincinnati Rotary Club has invited clubs throughout the south to meet in Cincinnati and accompany the Cincinnati delegation to the Buffalo Convention. The assembled members of the various clubs will leave Cincinnati at 9:00 p. m., August 17th, over the Pennsylvania line and go to Cleveland, arriving there Monday morning. From Cleveland various members will join the Cleveland Rotary Club members and embark for

Buffalo on the great new lake steamer, "Sealand-see," said to be the most magnificent steamer on the inland water-ways, arriving at Buffalo Tuesday morning.

One hundred and fifty members of the Cincinnati Rotary Club were in attendance at the annual outing and installation of officers of the Rotary club, held June 28th, at the Lookout House on the Lexington pike back of Covington, Ky., across the river from Cincinnati. The party left the city in special cars at one o'clock, returning at nine o'clock, and all reported a fine time.

As a token of the high esteem in which he is held by his fellow members, Frank J. Zumstein, the retiring president, was presented with a handsome gold watch and fob, the latter bearing the Rotary Club emblem. Mr. Dickerson made the presentation speech, and Mr. Zumstein responded with a few well chosen words and recited a poem, "A Toast to Good Fellowship." Mr. Zumstein has served two years as president.

Numerous contests featured the day's sport, among which were horse races, balloon flights and fishing. Valuable prizes were awarded to the winners in each event. The horse races were held on a half-mile track. Books were made and Mart Smith acted as betting commissioner. Charles E. Roth was judge of the races. In a ball game between two teams composed of members of the club, the Terrors defeated the Horrors by a score of 12 to 6. At six o'clock an elaborate banquet was enjoyed.

CARL DEHONEY, *Assoc. Ed.*

### COLUMBUS (Ohio).

"Columbus in 1916."

Sounds like business in the Buckeye state, does it not? Well it means something is doing, too. From Ohio's hub will go a delegation to Buffalo in August that will easily demonstrate to all who attend who it is that really puts the "buck" in Buckeye. Now we feel that many of the delegations will favor us since doubtless the 1915 Convention of International Rotary Clubs will be held at San Francisco and very naturally some city which figures prominently in the geography of the country in the central part of the U. S. A. will be entitled in 1916 to the pleasure of entertaining the livest set of men ever gathered together in one separate organization; live because they are picked; active, because they are representative.

An innovation in Rotary circles in Columbus is the issuance monthly of a publication entitled, "Straight Dope"—a medium for the purpose of keeping the members in closer touch than can be done by circular letters only. Of course the latter are also used.

Our local organization is now about to begin an active campaign for members. In the past it has been the policy of the officers to gather together a congenial working crowd of men and the time has now come where each man is better able to judge his brother Rotarian's attitude towards things and a more scientific selection of friendships is possible.

Active co-operation is being extended to the Chamber of Commerce of Columbus which is beginning to outline a very aggressive line of work in behalf of our home city in the development of civic pride, the securing of more business firms, and the encouragement of our present concerns.





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## any exercise use LIFEBUOY in the bath

The antiseptic solution which is one of the chief ingredients of Lifebuoy Soap, soothes and cools, purifies and invigorates.

Lifebuoy removes all perspiration odors, and produces a gloriously clear complexion.

Bathe with it—shampoo with it—wash your hands with it—just once and the Lifebuoy habit has won you.

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BOSTON, MASS.





AN ENJOYABLE MEETING OF THE DAYTON ROTARY CLUB AT THE HOME OF MR. GEORGE G. SHAW.

As Booster Bob Allen puts it, "Columbus is the best town in the country and has the best shipping facilities of any inland city." And what he has said is facts.

A rousing big meeting will be held by the club on the campus of the Ohio State University on July 31st at 6:30 p. m. Visiting Rotarians are cordially urged to attend.

H. S. WARWICK, *Assoc. Ed.*

#### DAYTON (Ohio).

We have had some excellent meetings during the month of June. Enthusiasm has been well maintained and the attendance has been good in spite of the extremely hot weather. Beginning with July, the day of meeting was changed to Thursday and during the summer meetings will be held every other week.

On June 13th the club listened to an excellent talk by Rotarian O. P. Gilmore, Dayton manager for the Remington Typewriter Co. on the "History of the Typewriter and Its Influence on Civilization."

On June 20th the club was entertained by Rotarian George Shaw at his beautiful residence in Hills and Dales, south of the city. The members to the number of eighty-six met at the Algonquin Hotel at five o'clock and were taken out in automobiles which were provided by members of the club. On arrival we spent the time before dinner in wandering about the house and beautiful grounds admiring the landscape and the beautiful views over the city and the Miami valley. Mr. Shaw's residence is most charmingly situated and is one of the most attractive suburban homes

about the city. A most sumptuous dinner was served on the lawn and several photographs were taken. After dinner the members enjoyed a stereopticon entertainment among the trees, a large canvas having been stretched between two trees and chairs arranged in front. Mr. Shaw gave an interesting account of the establishment of the business of which he is the president—the Dayton Paper Novelty Co., manufacturing candy boxes, ice cream buckets, oyster buckets, etc. Its goods are sold in every part of the country and it is one of the best known firms in that line of business. Last year ninety million oyster buckets and one hundred and thirty million ice cream buckets were used in the United States and over fifty per cent of these are made in Dayton.

Following Mr. Shaw, C. L. G. Breene, Dr. Eberhart and L. W. James in turn had the floor and pictures of different members of the club were thrown on the screen. These pictures had been secured for the most part without the consent or knowledge of the owners and showed Rotarians in every stage of development from babyhood on up. Rotarian Shaw was elected as one of the delegates to the Buffalo Convention and after voting the heartiest thanks to the host and hostess there was closed one of the most delightful meetings yet enjoyed by our club.

Dr. H. H. Herman, our doctor member, addressed the club on June 26th on the timely and important subject "Resuscitation of the Drowned and the Value of the Pulmotor." His address was most interesting and was closed by giving an illustration of how to work with a person who has been in the water, using as a subject Rotarian J. Elliott Pierce.



THE ROTARY CLUB AT DINNER ON THE SPACIOUS GROUNDS OF ROTARIAN SHAW'S SUMMER HOME AT DAYTON.

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President

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AN INSPECTION INVITED.

Vice-President Russell Greiner spent a few hours in our city early in July having been called to Xenia, a few miles from Dayton, by the death of his father. About a dozen of our members were reached on a few minutes notice and took lunch with him at the Dayton club.

O. R. McDonald, secretary of the Des Moines Rotary Club, stopped off for a day on his way home from Baltimore. The writer had the pleasure of renewing former acquaintance with Mr. McDonald and introducing him to a few members of our club.

We are looking forward to a fine representation at Buffalo and the best Convention yet held.

W. E. HARBOTTLE, *Assoc. Ed.*

### DETROIT (Mich.).



By the time this number is in the hands of the members, the chief topic of interest no doubt will be the International Convention at Buffalo. The Detroit Rotary Club expects to be well represented and there is no good reason why it should not be. The boat trip, selected by the General Transportation Committee, is one of the most delightful rides on fresh water, and members of the Detroit Rotary Club who are unable to get away for the entire week of the Convention, can have two or three days at Buffalo, take in the portions of the sessions in which they are most interested, such as the Divisional Meetings, and enjoy a splendid outing at the same time. The election of delegates and general committeeman was held at our meeting on July 2nd, at which time President Edward P. Andrew, C. E. Knight, D. H. Bower and Jas. W. Ballantine were chosen delegates and Elton F. Hascall, general committeeman.

Detroit has been designated as a "stop-over point" for all western delegates and their guests, and we will try our best during the short time allowed on Saturday, August 16th, to show Rotarians that the welcome sign is always out for them at Detroit.

Interest in Rotary affairs and the welfare of our club has kept up surprisingly during the long siege of hot weather and an average attendance of one hundred and twenty at the weekly lunches indicates that Detroit Rotary forms one of the solid spokes of the great Rotary wheel, the first and only non-skid "tireless."

We have a Rotary travelogue plan suggested by one of the members that might appeal to other affiliated clubs. The plan is to have members take kodak views of points of interest visited on their vacations this summer, also views of novel or unusual sights that would be enjoyed by those at home, and at an evening meeting in the fall or winter the collection of views will be shown at our "Rotary Travelogue Evening" and prizes awarded for the best views in various classes. Members who take the different views can explain the interesting features connected with the same

and a very interesting and enjoyable evening's entertainment will be the result.

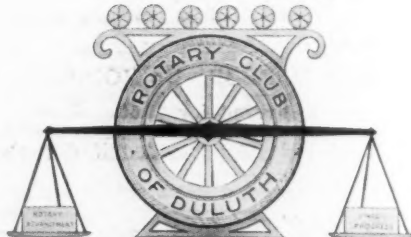
The Toledo Rotary Club accepted our invitation for a joint outing on June 20th at Put-in-Bay with the result that about two hundred and fifty Rotarians, their wives and children got together for an afternoon's enjoyment. A big basket picnic was first on the program after which was held a series of athletic events for all who wished to take part, winding up with a ball game between Toledo and Detroit for the Traub Trophy Cup. Detroit won the ball game and our team is ready to defend the trophy, which was donated by Rotarian Bob Traub of the Detroit club, against any team composed exclusively of Rotary members in good standing. If other clubs wish to take a shot at this cup they can notify Preston MacDiarmid, captain, 32 Broadway, or the secretary. The Challenge Cup is ours only as long as we can successfully defend it. Cleveland, Dayton, Columbus, Cincinnati, Buffalo, and other nearby clubs, please take notice.

SATURDAY, AUGUST 16th is "DETROIT DAY" on the way to BUFFALO.

DETROIT ROTARY CLUB will be glad to WELCOME ALL WHO "STOP-OVER."

ELTON F. HASCALL, *Assoc. Ed.*

### DULUTH (Minn.).



Always keen for accurate and conclusive demonstrations of scientific, sociological and ethnological truths, the Duluth Rotary Club is proud to announce that a bachelor can't play baseball any better than a married man—and doesn't play any worse. This great proposition was demonstrated on July 1st, when the bachelors and benedicts of the Duluth Rotary Club met at Desmond Park for a scientific experiment. It was a great game and full credit must be given to the respective batteries—Simon Fourgette and Dr. R. W. Reinhart for the bachelors and Ray Fenton and W. J. Betting for the benedicts. The score was 4 to 4 in spite of the efforts of the players to make one side or the other win. For this remarkable similarity in the respective scores the players do not hesitate to give full responsibility to W. J. Allen, who umpired. They are all but unanimous in the declaration that there is no other umpire like him, arguing that if any other man ever umpired as Allen did he was slain on the spot.

Captain Charles H. Oppel of the benedicts was the great star of the game. His work was thrilling, exciting, spectacular and everything else (for proper adjectives consult the sporting editor's note book). Predictions were freely made that, on the strength of the big league form he showed, he will travel in still faster company next season. Second honors as a star easily go to Dr. N. H. Gillespie, for when he was put off the field early in

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Jacksonville Rotarians invite you to come to Florida. We know you will have a good time if you come and we know we would enjoy showing you a good time.

Remember Jacksonville when you plan a Southern trip.

## The Rotary Club of Jacksonville



## Officers of the Rotary Club of Glasgow



MR. WALTER LAIDLAW,  
PRESIDENT.



MR. G. S. WALKER,  
SECRETARY.



MR. R. G. MILLER, C. A.,  
TREASURER.

(Recently Mr. Walker has been succeeded as Secretary by Mr. John A. Kirkwood.)

the game, he disguised himself in a baseball suit, returned to the diamond, and without being recognized, managed to finish out the game, thus earning two separate batting and fielding records in a single contest, an achievement which he proudly asserts is unique in baseball history.

Of course Duluth Rotarians are planning on a big time at the Buffalo Convention in August. Three delegates are going accredited from the Duluth club, and also one committee man. There will also be a good attendance from the rank and file of the Duluth club. The delegates are G. H. Bate, Frank Randall and A. J. McCulloch. George Sherwood has been chosen as the committeeman.

The Duluth delegation is planning to stop at various cities for brief visits on the way to the convention, though the route is not laid out yet. Local steamship offices report reservations for the trip to Buffalo by members of clubs in various parts of the west and southwest. The local men are already enthusiastic over the coming convention.

All roads that lead to Duluth are getting attention from the Rotarians here. The attention is being directed by William Burgess, chairman of the good roads committee, and he is working tirelessly with city and county officials in perfecting the highways. His work is receiving general recognition here, and deserves it.

Another line of work that is being carried out by the Duluth Rotary Club is in preparation for the second annual Duluth Products Exhibition. Last year the show was held in the Auditorium, and was a huge success. This year it is determined to make it bigger than ever, both as an exhibition and as a success. The immense Curling Club building has been secured, and the committees in charge of the different departments are already lining up their material. The work is under the general supervision of E. J. Filiatrault, to whom is due much of the credit for last year's excellent exhibit, and he promises even better things for this year.

One thing that the correspondent is exceedingly glad to report is that the Duluth Rotary Club is

growing, and growing fast. Its activities have attracted favorable attention, and have started a feeling among the businessmen here that it not only is "the proper thing" to be a Rotarian, but that the man who could belong and doesn't is missing something he ought not to miss. Result, a long waiting list before the Duluth club, and envious looks from some of the older and sleepier organizations of the city.

But the new membership is rapidly getting the Duluth club to a stage at which more frequent social meetings will be necessary. The man who only meets with the club once in awhile quickly finds himself unacquainted with many members, and such a lack of acquaintance naturally robs him of the greatest benefits of Rotarianism. Our ranks are swelling so rapidly that we have got to find some means of maintaining close touch between all the members, and that is the problem we are working on now. Rotarianism is founded on a live principle, and the Duluth club means to live up to that principle.

WM. F. HENRY, *Assoc. Ed.*

### EDINBURGH (Scotland).

By the time this appears in print the meetings of the Edinburgh club will have been suspended for the summer vacation. The last weekly lunch for the season is to be held on July 10th, on which occasion Mr. Mulholland, of Toledo, is to address the club, his subject being "Be Good For Something." To judge from the general enthusiasm that prevails in this city in connection with matters Rotarian, Mr. Mulholland is assured of a large and appreciative audience.

A subject that is at present engaging the attention of the club is "The Commercial Expansion of Edinburgh." At a meeting in May a paper on this subject was read by Rotarian R. Wilson. This paper gave rise to a very interesting discussion, which resulted in the formation of a special committee to take up the subject seriously and thoroughly. It is hoped that by the beginning of the winter season this committee will be in a position to present a report and to recommend a definite line of action to be taken by the club.



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WALTER LAIDLAW, President, Glasgow Rotary Club

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HUGH McLAREN, Member Glasgow Rotary Club

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High-Grade Laces, Gloves, Linens  
and Tartans.

A Rotarian Welcome extended to all!

SAUCHIEHALL STREET, GLAS-  
GOW, SCOTLAND.

R. A. OGG, Member Glasgow Rotary Club

### Ladies

When on a visit to Scotland should  
avail themselves of the opportunity  
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### G. S. Nicol's

*Ladies' Tailor, Dressmaker and  
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*Developing and Printing*

Promptly Executed.

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Ophthalmic Optician and Dealer in  
Scientific Instruments.

92 ST. VINCENT ST., GLASGOW

The Glasgow Rotary Club Luncheon is held in Sloan's Restaurant, Argyle Arcade, every Tuesday at 1:15 p. m. All Rotarians will receive a hearty welcome.



THE ROTARY CLUB OF EDINBURGH AT A DINNER MEETING.

The last monthly meeting and dinner of the present season was held on 29th May, and at this meeting a flash-light photograph was taken by Rotarian F. P. Moffat. The picture came out fairly well, although the president's table is very much in the back-ground, and the worthy president scarcely recognisable. The secretary is entirely unrecognisable,—but he doesn't count. The gentleman who is very much in the foreground is Rotarian Hector Laing, and the photograph was waggishly described by a member as a photo of Mr. Laing surrounded by some of his friends. As Hector won the Club Derby Sweepstake the following week, the grouping had some significance.

On 26th June, in lieu of a dinner, the club paid an afternoon visit to the offices of "The Scotsman," the leading Scottish daily paper. The company were shown over the magnificent premises by Rotarians G. H. Law and T. B. Maclachlan, both of "The Scotsman" staff, and after inspection were entertained at tea by the proprietors.

The membership of the club is now 146, and the attendances are still keeping up in spite of the so-called summer weather. Nominally, it is summer, but the real Scottish summer, which consists of three warm days and a thunderstorm, has not yet arrived. Several members of the Edinburgh club are going to the States this summer, and it is confidently expected that the club will have its full representation of three delegates at the Buffalo Convention in August.

The secretary has by this time arranged exchange of literature with some forty Rotary clubs in Great Britain and America, and the printed matter which is now arriving every week is instructive, if voluminous. The writer would suggest, however, that secretaries of clubs should, in all cases, *print the name of the club* on their circulars. Quite a number of circulars arrive with no indication of their origin except the post-mark. It might also be mentioned that post-cards from America to this country require a *two-cent stamp*, while printed papers in an unsealed envelope come for one cent.

THOS. STEPHENSON, *Assoc. Ed.*

#### A Word of Appreciation.

In laying down my pen as an Associate Editor let me say that any little contribution I could give to THE ROTARIAN I knew was going to a journal that is clean, pithy and interesting and whose object is to uphold a torch to guide its readers to higher ideals in business and social life.—E. L. ORMSBY.

#### HOUSTON (Texas).



One hundred and fifty Houston Rotarians and ladies motored or went by special train to Galveston on the glorious Fourth and were royally entertained by members of the Galveston club and their families. Six thousand regular soldiers now in camp at Galveston, gave a special musical drill in honor of the Rotarians; the entire Surf Bath House was reserved for bathing and dancing; a splendid fish and crab dinner was served and everyone participating voted it the most enjoyable time of their lives.

The June night meeting of the Houston Rotary Club was held on the roof of the handsome new Stowers Furniture Building, where the club members were guests of the G. A. Stowers Furniture Company. This night meeting was in charge of the "20 Bills" of the club.

We lost our first member in the death of Postmaster Seth B. Strong on June 22nd. Mr. Strong had never missed a meeting since he became a member of the club, and lost no opportunity to boost the principles to all he met. No man in Houston had more friends.

B. B. Gilmer, who represents the wholesale drug interests of Houston in the club, was recently elected president of the local Chamber of Commerce. Incidentally the Rotary club has resolved to make Gilmer's administration the most successful and productive of results in the history of the Chamber of Commerce.

Recent technical talks included Dr. Malone's on "Osteopathy" and Rotarian Alex Hart's on "The Purposes of an Audit." Mr. Harry Monroe, the famous social and mission worker among the "down and outs," was a speaker at our last luncheon.

Something over thirty will comprise the party from this club to the Buffalo Convention. The boys will join other Texas Rotarians on a special train via Chicago and Detroit. The local club has been particularly active in the organization and work of the new Texas Association of Rotary Clubs, the first state association in Rotary.

Several Houston Rotarians recently lunched with the Beaumont boys, who showed them a splendid time.

"Rotarianism is indigenous to the soil of the Central West, thrives on the Atlantic Coast and Great Britain, blooms on the Pacific Coast, but luxuriates in tropical abundance in the great State of Texas."

## Big, Prosperous, Progressive, Hospitable TEXAS

"Where Rotary  
Has Come Into  
Its Own"

Recent utterances of prominent I. H. I. International Rotarians.

### The First State Association of Rotary Clubs

Comprising Clubs of ten cities of Texas and representing a little more than 10 per cent of International membership, extends a cordial invitation for the honor of the fifth annual convention to meet in Houston in 1914, and to participate in a grand "circle tour" of the great Lone Star State as guests of Texas Rotarians.

Houston has every facility for entertaining any convention and all Texas will uphold her reputation for genuine Southern hospitality. "Just put it up to Texas."

#### ROTARY CLUB OF HOUSTON

MORT B. WHEELER

General Committeeman

ROBT. H. CORNELL

President

#### OFFICERS AND DIRECTORS

##### TEXAS ASSOCIATION OF ROTARY CLUBS.

Lewin Plunkett, Dallas, President.  
Dr. L. K. Beck, San Antonio, 1st Vice President  
W. A. Elcher, Galveston, 2nd Vice President.  
B. Heyer, Ft. Worth, Secretary and Treasurer

M. G. Muse, Beaumont, Texas  
A. H. Bell, Waco, Texas  
Lynn P. Talley, Houston, Texas  
Geo. Sealy, Galveston, Texas

Roy L. Rather, Austin, Texas  
S. D. Handley, Dallas, Texas  
J. E. Mitchell, Ft. Worth, Texas  
H. I. Myers, Palestine, Texas  
H. B. COX, Cleburne, Texas

Rotarian J. Paul Blitz recently gave his first symphony orchestra concert, which was voted a glorious success. It is felt to be the forerunner of a great musical organization in Houston.

The recent trip by automobile to Dew Bros. plantation as guests of George M. Woodward, the exponent of "good Texas lands," was an enjoyable affair and was participated in by a large number of Rotarians. The crowd was shown how Texas potatoes are harvested, and taken through the farm of 4,600 acres in cultivation.

J. W. Wilkinson, traffic manager of the Houston Chamber of Commerce, recently sent Rotarians a unique letter in which the names of various Rotarians were made to serve the double purpose of telling about the work of the bureau and of showing how Rotarians' names naturally fit into a business letter.

The various communications received from all parts of the country extending congratulations for the June number of *THE ROTARIAN*, made the Houston boys feel good. A lot of hard work was necessary to make the issue up to standard, but the efforts have been well rewarded.

HARRY VAN DEMARK, *Assoc. Ed.*

### JACKSONVILLE (Fla.).

By far the most important Rotary event in Jacksonville during the month of June was the annual souvenir banquet. The Aragon, now known as the Rotary hotel, was lighted and decorated for the occasion. The banquet table was in the form of a Rotary wheel with spokes, wound with the Rotary colors and studded with electric lights to match, running into the center.

Much time and thought had been spent on the arrangement of the banquet hall. A stage was erected at one end of the room, where several cabaret acts, arranged by the various entertainment committees in a prize contest, were put on.

But it remained for those not honored by being put on an entertainment committee to win the prize. Thirty-five Rotarians termed themselves the "Left Overs." They wore wide red ribbons, with the words "Left Over" printed thereon, across their shirt bosoms and after the show was apparently finished, they began a general discussion and criticism of the acts produced during the evening.

The discussion waxed warm. It ran into a tumult. It was soon an uproar. Men stood on chairs clamouring for the floor. The presiding officer was powerless to restore order. Apologies were demanded and a plea for harmony made. The situation was almost a riot. Then from the ridiculous to the sublime! Explanations were made and a regular love feast followed. All were happy again.

The banquet created a stronger bond of friendship among Jacksonville Rotarians. The souvenirs were very appropriate and represented the various lines of business in which the donors are engaged. Much care and thought was given to their selection.

Mine Host Floor of Aragon fame presented the club with an ivory gavel inlaid with the Rotary emblem and encircled with gold bands. The presentation of this gift marked the opening of the Jacksonville Rotary Club's second annual souvenir

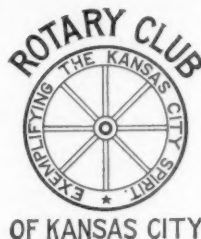
banquet. A standing vote of appreciation was tendered Brother Floor.

We all are looking forward to our souvenir banquet of 1914.

Our next Rotary meeting will be held in the Japanese garden of the Atlantic Beach Hotel on Tuesday, July 8th. A good time is expected.

F. O. MILLER, *Assoc. Ed.*

### KANSAS CITY (Mo.).



The Kansas City Rotary Club has been up to high G in stunts of various kinds.

The attendance contest between the Hill-Billies and the Crackernecks was won by the Hill-Billies at the last meeting with an attendance of 102 Hill-Billies out of a possible 104; however, the Crackernecks got revenge in a baseball game later on.

One of the most enjoyable stunts pulled off by the Rotary club was a Rotary church service held at the Linwood Avenue Episcopal Church by the Rev. E. Crombie Smith, Rotary sky-pilot, at which over one hundred Rotarians and their families met for divine service.

June 5th, we held an evening dinner for the prize distribution to members with the nearest perfect attendance record. Over one hundred and ten prizes worth up to \$50 each were awarded. At the same meeting, we had a masterpiece talk by our fellow Rotarian, H. E. Roesch, of the Remington Typewriter Company, on "Shakespeare as a Salesman and Advertising Man."

Kansas City has already elected her delegates to the Buffalo Convention. They are W. J. Berkowitz, Capt. Charles F. Connor, O. H. Pitkin and A. E. Hutehings. The committeeman at large is C. A. Willits. Alternates selected were Arthur Naylor, Judge Bird, E. Crombie Smith and Walter Grush.

About 25 Kansas City Rotarians have already made reservations to accompany the Kansas City delegates to Buffalo.

In lieu of our regular Thursday luncheon, June 26th, the Rotary club held a picnic on the picnic grounds of our beautiful 1,265-acre Swope Park, which was given by the ladies of Rotary to the members. The picnic was well attended and was enjoyed hugely. The ice cream, iced tea, orangeade, automobile rides around the park and a band concert, were all donated by Kansas City Rotarians representing these lines of business in the club.

The Rotary Club has a Round Table meeting every day in the Heidelberg Room of the Baltimore Hotel, our Rotary Club hotel. Any Rotarians passing through Kansas City are invited to the Baltimore for lunch, where they will not be among strangers. WILLIS M. HAWKINS, *Assoc. Ed.*

# What is the Kansas City Spirit?

It's the "get up and dust" spirit of its citizens—

It's the verbal-boost by residents away from home—

It's the money-boost given by Kansas Citians to civic enterprises for the betterment of the city—

## The Kansas City Spirit Has

Built the sixth largest bank clearances with a population of only the thirteenth in the United States—

Built within 60 days by popular subscriptions, a Convention Hall to seat about 12,000—

Raised one and one-half million dollars in 30 days to put boats on the Missouri River as protection against ruinous freight rates—

Raised \$250,000 in 10 days to solve the problems of the social betterment of the "down and out" derelict of society, the negro and the working boy—

## The Kansas City Rotary Club

Is the exemplification of the Kansas City spirit. We invite all Rotarians to visit Kansas City because we want you to know that Kansas City is "a good place to live and do business in."

**Winthrop Allen**  
Motion Pictures

**E. Bierwirth**  
Paper Box Mfg. Co.

**Arthur Brown**  
Patent Attorney

**James I. Burgher**  
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**W. H. Clark**  
Kline Cloak & Suit Co.

**C. C. Daniel**  
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**H. K. Dilberian**  
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**W. R. Dunn**  
American Multigraph Co.

**Verne D. Edwards**  
Adjustments & Collections

**Russell F. Greiner**  
Union Bank Note Co.

**Walter Grush**  
Eggs & Poultry

**Willis M. Hawkins**  
Advertising Agent

**T. Dewitt Hughes**  
Commercial Employment

**A. E. Hutchings**  
Sanitarium

**G. Edgar Lovejoy**  
Sashes, Doors & Blinds

**E. J. McNamara**  
Fruits & Produce

**E. C. Marqua**  
Iron & Steel Products

**S. W. Noggle**  
Baker's Supplies

**Frank T. Riley**  
Printing

**J. G. Rempel**  
Pictures & Frames

**F. E. Turner**  
K. C. Elevator Mfg. Co.

**R. M. Waggener**  
Glass of all kinds

**C. C. Warner**  
Refrigerator Mfg. Co.

**Milton A. Wengert**  
Builder's Hardware

**C. A. Whitits**  
Walkover Shoes



### LIVERPOOL (Eng.).

This, the youngest of the British Rotary clubs, held its third monthly dinner June 26th in the Hotel St. George. There were thirty-six members present, as contrasted with twenty-nine at the second, and nineteen at the first dinner, showing that though dinners do not appeal to the majority during the summer months, the attendance nevertheless presents a healthy increase.

The membership has now reached four score and in all probability before next month's dinner will have topped one hundred. The greatest care is being exercised in the selection of members, all names having to pass the scrutiny of the membership committee before any call can be made by the secretary. The application, when obtained, then comes before the general committee at two successive meetings and every member of the club is advised thereof before any candidate can be admitted.

We have had visits from the Rotary clubs of London, Manchester and Glasgow and a special sub-committee has been nominated to arrange for the reception and entertainment of Mr. Frank L. Mulholland of the Toledo Rotary Club, who expects to be with us on July 17th.

W. STUART MORROW, *Assoc. Ed.*

### LONDON (Eng.).



The general meeting of the London Rotary Club was held on the 10th June, when the president occupied the chair.

An innovation (for London) was initiated at the meeting by assigning to each member as he entered the dining room (which, by the way, was the Grand Connaught room of the Trocadero) the position of his place at table. It has been the custom in the past to allow members to sit wherever they chose, but we thought we should like members to know their fellow Rotarians better, so that we found ourselves sitting next a comparative stranger instead of ourselves choosing our dining companion.

The chairman brought forward the matter of the American Flood Fund and stated that the subscriptions were short to the tune of £9. 7. 0. (47 dollars); this was immediately made good by various members present.

On the question of a delegate for the Convention at Buffalo, the chairman spoke of the importance of London being suitably represented and Mr. Charles Hayter Dewey came forward as the nominee of the committee. Mr. Dewey's nomination was formally proposed by Mr. Wayne and seconded by Mr. Halsby, and the proposition was carried with enthusiasm, so that on August 6th, all being well, Rotarian Dewey will depart on the "Oceanic" for New York en route for Buffalo to take all the very best greetings of the London Rotary Club to the Convention.

Rotarian Dewey told the members that he was going to the Convention in the spirit of a student and intended to come home as a missionary for

the Rotary cause. We commend our delegate to all Rotarians in the States and Canada. He is a Londoner by birth, education and residence, and he will doubtless have an opportunity of telling you all about the progress of our London Rotary Club.

Mr. Davie presented as an attendance prize a case of Cantrell & Cochrane's Dry Ginger Ale, which was won by Mr. Yapp with No. 13, an appropriate number with which to win.

Mr. Avant then opened a discussion on "How I Made My Business" and Messrs. Coggan, Wayne and Haselden followed with suggestions as to successful business development. The chairman then stated that Mr. Doland was giving a present to the member who should place the largest amount of business with his fellow Rotarians during the evening, and after keen competition, Mr. A. P. Bigelow won the prize with a £7 50 order for soap.

The competition was so keen that the total amount of business turned over during the evening was 10,000 dollars.

A pleasant and profitable evening was brought to a close at 11:30 o'clock with a very hearty vote of thanks to our estimable chairman.

GEORGE DOLAND, *Assoc. Ed.*

### LOUISVILLE (Ky.).



Our club will send four delegates to the Buffalo Convention. Other members will attend.

We now have 125 members. Our new president, Frank P. Bush, is taking hold of affairs and will spare neither time nor effort in making our club one of the liveliest in the country.

Our pictorial roster will be ready, it is hoped, by the time of the Buffalo Convention.

C. H. HAMILTON, *Assoc. Ed.*

### MINNEAPOLIS (Minn.).



The members of the Minneapolis Rotary Club believe in never missing a meeting no matter whatever celebration may occur on that day. Consequently a meeting was held Friday, July 4th, which kept up the tradition.

The biggest and best picnic that this club has ever engineered was pulled off at Spring Park, Lake Minnetonka, on Wednesday, June 25th. The list of prizes was imposing, and the contests were close and spirited. The picnic was advertised in poster style, and brought out a large crowd of Rotarians and their ladies.

The regular meetings of the club are becoming more interesting, and are largely attended. The Minneapolis club does not cease its activities in the summer, but a meeting is held every Friday in the year, rain or shine.

Visitors from other clubs are always welcome.

ALLYN K. FORD, *Assoc. Ed.*

## The ROTARY CLUB OF LOS ANGELES

Palatial Trains for Particular People From and To California

### THE LOS ANGELES LIMITED

Solid Daily Between Los Angeles and Chicago via Salt Lake Route, Union Pacific and Chicago & Northwestern. Also has a through Sleeper from Los Angeles to St. Louis via Denver and from St. Paul via Omaha.

### THE PACIFIC LIMITED

Through Sleeping, Observation and Dining Cars Daily between Los Angeles and Chicago via Salt Lake Route, Union Pacific and Chicago, Milwaukee & St. Paul. Also has a through Sleeper to St. Paul via Omaha and from St. Louis via Denver. Particulars at any ticket office or from Salt Lake Route, General Agents at 290 Broadway, New York; 819 Oliver Bldg., Pittsburgh; 142 S. Clark St., Chicago; 823 17th St., Denver.

YOUR PATRONAGE WILL BE APPRECIATED.

T. C. PECK, Genl. Passr. Agent, Los Angeles—A Rotarian

Rotarians will find the best there is at the

## Citizens Trust and Savings Bank

308-10 South Broadway, Los Angeles, Cal.

Special Accommodations for Travelers

Office of the President of the Los Angeles Rotary Club—ROGER M. ANDREWS

## TRAVEL BY SEA

Berth and meals included in fares—San Francisco, Seattle, Vancouver, Los Angeles, Tacoma, Prince Rupert, San Diego, Victoria, Alaska.

Best map of Pacific Coast FREE on application

### Pacific Coast Steamship Co.

C. D. DUNANN, Passr. Traf. Manager

SAN FRANCISCO

## Place Your Pacific Coast ADVERTISING

THROUGH A PACIFIC COAST AGENCY

### THE DAKE ADVERTISING AGENCY, Inc.

432 South Main Street,

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## CALIFORNIA PAMPAS PLUMES

ALL COLORS FOR DECORATIVE PURPOSES

PRICES and SAMPLES on request

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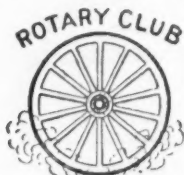
## CALIFORNIA TRUCK CO.

(INCORPORATED 1884)

### GENERAL FORWARDERS.

Let us handle your DISTRIBUTION CONSIGNMENTS. Carloads or Less.

## NEW ORLEANS (La.).



Since our last report, we are pleased to record the marriage of two faithful Rotarians: George E. Egdorf and T. Barton Baird. The best wishes and congratulations of the local club go with them.

The annual outing was held in June, and from all reports, it was a large and most enjoyable affair. W. H. Bower Spangenburg, our electric construction member, does not believe there are any fish in the Gulf of Mexico, for he used every means electrically to shock them into insensibility and failed even to get a bite. We are advised by A. C. Billet of the American Box Co., Ltd., that no box can be made large enough to hold the fish supposed to have been caught at the outing—and this from Billet, who is said to be somewhat of a fisherman himself.

Engraver Louis W. Gery, who is known as the Adonis of the club, took advantage of many of the unsophisticated Rotarians and secured orders for silver and gold belt buckles. He states he made them at cost (?) because of his brotherly love.

W. S. Bickford, manager of the Crescent City Carbonate Co., has recovered from an injury to the tympanum following the firing of a gun, at the outing. "It is an ill wind that blows anyone good."

W. B. Utley is one of the promoters and most enthusiastic boosters of the Southern States Fair, while Dr. Henry Tete is the efficient secretary of the Louisiana State Board of Osteopathy.

Chas. F. Rantz, our refrigerating engineer, recently had his place of business destroyed by fire. We are happy to report that he is still doing business at the old stand.

It is with sorrow that we announce the death of Jules F. Bistes, a member of the New Orleans Rotary Club and manager of the Orpheum theater. The sympathy of all Rotarians is extended to the bereaved family.

JOHN T. CREBBIN, *Assoc. Ed.*

## NEW YORK (N. Y.).



The fiftieth meeting of the Rotary Club of New York was held at the Imperial Hotel, Broadway and Thirty-first street, Thursday, June 15th. It was the last monthly dinner until fall, but there will be get-together "Dutch treat" suppers at the Hof Brau Haus every Thursday evening as usual and all Rotarians passing through New York will be welcome to join us.

At our last meeting, Mr. Kimber, a cigar manu-

facturer, sent several boxes of a nameless cigar for the members to try and then offered a prize of \$100 for the most appropriate name suggested by the Rotarians present. If christened "The Rotary," it should be a good seller.

A slight change has been made in the by-laws, providing for the regular monthly dinners on Tuesday instead of Thursday.

Mr. Thomas Lamb has been instrumental in getting the Rotary club to indorse the fair of the Long Island Ding Club, which is to be held at the Grand Central Palace, October 2nd to October 9th. Through his influence a booth has been put to the disposition of the club members where their cards and samples will be distributed.

At a recent meeting, Vice-President Angell of the Rotary Club of Brooklyn spoke at some length on the rehabilitation of the club across the river which has some 35 members and expects soon to be affiliated with the International Association.

O. A. Parker, former president of the New York club, gave a most delightful illustrated lecture on the history of the Rotary movement and the 1913 convention, showing very interesting and beautiful lantern slides of Buffalo and the surrounding country. The slides were loaned by the International Association.

Mr. Parker later exhibited some mechanical slides, showing the workings of various types of steam and internal combustion gas engines, that he had prepared himself. At the request of the members, he also showed slides of several kinds of automobile tires and rims, particularly those in which he is interested.

President Gilbert and Mr. Gettinger were elected delegate and committeeman, respectively, to represent the New York club at the Buffalo Convention. As an escort, a large delegation of members will leave Saturday, August 16th, over the Erie railroad at 9 a. m. and are scheduled to arrive at 8 p. m. in the evening of the same day at Buffalo where the headquarters of the New York club will be at the Statler Hotel.

J. LEFFINGWELL HATCH, M. D., *Assoc. Ed.*

## OAKLAND (Cal.).



The Oakland Rotary Club is doing fine service for its members. Good feeling is manifest at every meeting, but it was bubbling over June 19th, the day the attendance contest ended. A friendly rivalry made interest keen on either side, each member trying to swell the attendance. The Rustlers beat the Hustlers by five, very close, and the club will eat at the expense of the Hustlers next week, Williams, the home builder, promising to pay for the "eats" providing he gets a purchaser through any member for one of his many new homes.

Richardson, Schlueter, Afer, Samuels, Swauger, et al., told us how big Oakland showed up at the Portland Rose Festival, and what a triumphal march was made by the "Royal Oaks," and the boys' band. "Little Bobbie" Horst, who has to crawl on top of a chair to deliver his speeches, compared climatic conditions of the "Web-foot State" and California.

# Virginia Hotel

Rush and Ohio Sts. (North Side)

Chicago

## Chicago's Rotary Club Hotel

¶ A massive fireproof structure containing **400 rooms** replete with all modern accessories and provided with every requisite for the most exacting patrons.



*Chicago's  
Most Exclusive  
Transient  
and Residential  
Hotel*

*European Plan  
Attractive  
Rates  
**\$1.50**  
Per Day and  
Upwards*

¶ Rotarians visiting Chicago and stopping at the Virginia will get a special rate

¶ Do not forget that the Virginia although located on the north side of the Chicago river is scarcely outside of the business center, being within eight minutes walk of the big stores and theaters, within five minutes walk of all the steamship docks and convenient by street car to all railroad stations.

¶ The Virginia is an ideal stopping place for all Rotarians and their families.

WRITE FOR DESCRIPTIVE FOLDER

**Virginia Hotel Co.**

ALEX. DRYBURGH, President and General Manager



Rev. A. W. Palmer told us of his itinerary this summer abroad as leader of a party through Europe and the Holy Land, and is looking with pleasure when he can get "within one mile of sweet Edinborough town," drop in a church where the pastor rolls his rrrr's and imagine he is in the Oakland Rotary Club listening to Robertson.

Davis of the Oakland Furniture company, Briggs of Sherman Clay & Company, and Jewett of the Travelers' Insurance company, talked well on their lines, each drawing boosts from the club.

The annual election was held Thursday evening, June 26th. The grill room at Hotel Oakland served a fine dinner, and during the counting of the ballots, short talks were given by nearly all the members. It was a regular love feast and everyone expressed himself with satisfaction at being a Rotarian. Nominations were made by nominating nine members as directors and then balloting on the highest selected for officers.

Aronson, Bridges, Robertson, Borroughs, Perkins, Bird, Shrader, Moore and Mayhew came out victorious—as directors—and Robertson and Perkins eliminated themselves for re-election as officers.

The officers elected were Thomas Bridges, president; D. L. Aronson, vice-president; Shrader, secretary; Bird, treasurer.

Delegates to attend the Buffalo Convention will be Robertson, Bridges, Aronson and Perkins.

Retiring President Robertson was presented a beautiful cathedral mantel clock and Secretary Aronson, a "Winston 6" automobile and a fine coffee percolator for faithful service.

It was voted to pull off a theatre party and to assess all members \$2.00 each to help defray the expenses of the delegates to Buffalo.

The club unanimously voted to send Rev. A. W. Palmer a "wireless" urging him to remain in Oakland, word being received that he was seriously considering a flattering call from Washington, D. C. It would be a serious loss to the club, to his church, the city of Oakland and the whole Pacific Coast if Rev. Palmer decides to accept the Washington post, and so Mayor Mott, the Commercial Club, the Pacific Theological Seminary, the University of California, and scores of individuals have wired Mr. Palmer urging him to stay, promising him to meet any other offer and "go them one better." It is to be hoped he will reconsider and be with us always.

EDGAR L. ORMSBY, *Assoc. Ed.*

### A Three-Fold Duty.

If you are just skimming through this magazine pause and reflect a moment. Why not get the most you can out of it?

In the first place, a careful reading of the contributed articles will give you some ideas on Rotarianism and perhaps furnish you a suggestion or an inspiration of personal value to you.

In the second place, a thoughtful perusal of the club letters will suggest practical ways in which you can take advantage of your membership so that you can better serve your club or derive some business benefit from it.

In the third place, a close examination of each advertisement will reveal to you where you can obtain the goods you want with Rotarian service and the satisfaction that pleases.

You have a duty to yourself, to your club and to fellow Rotarians.

## PHILADELPHIA (Pa.).



Philadelphia has held an election and installed a new set of officers—not that we needed them, but our former officers had served so faithfully and so efficiently that they were deserving a rest.

Mr. Walter Whetstone, president of Whetstone & Company, iron pipe and steam-fitters' supplies, is our new president. Mr. Guy Gundaker, manager of "Kuglers," is our new vice-president. Mr. Charles A. Tyler, our old stand-by, was re-elected secretary and treasurer. Mr. Tyler is manager of Bartlett Tours company.

Our new directors are Mr. Benjamin S. Mechling, secretary Mechling Bros. Manufacturing company, manufacturing chemists; Mr. C. Henderson Supplee, proprietor Supplee's Alderney Dairy; and Mr. J. Crawford Bartlett, president of The Bartlett Garage, Inc., electric vehicles.

We are fortunate in having some of the best material in our organization as officers for the ensuing year, and while our former officers have set a very high mark for them to reach, we all believe that with the natural growth of the club they will outreach it.

The coming trip to Buffalo is the most interesting subject under discussion at this writing.

F. M. REEDER, *Assoc. Ed.*

## PITTSBURGH (Pa.).



You will always find the crowd at the Fort Pitt every Wednesday at 12:15 o'clock luncheon and since writing our last letter we have been favored with many excellent talks by members on their respective lines.

Al Schmidt told us about "Komfort in Shoes" and the "feat" of "shooing" away feet trouble.

"Printer's Ink" Braddock verbally printed before us the latest methods which will eliminate proof-reading. "Sulphuric" Jordon of Grasselli Chemical Co. didn't describe the odor of hydrogen sulphide. We know, don't we? "Aqua Pura" Coit of the Polar Water Company dispelled the long standing opinion of many of our members that water was made only to wash in. "Mattress" Walters explained why A. J. Logan Company's mattresses are a sure cure for insomnia. "Sleuth" Hockberg of the Burns Detective Agency gave us some tips on methods employed in the apprehension of crooks, etc.

D. Bates Bell of the Travelers' Insurance company pointed out that those carrying his insurance



# PUT ME OFF AT PHILADELPHIA!

Whisper this to the Conductor when you leave Buffalo. You won't return home satisfied unless you visit "The dear old Place."

We want all you Rotary Pilgrims to travel home our way.

Just drop a line to Sec'y C. A. TYLER, 200 S. 13th St., Philadelphia, Pa., and tell him when you may be expected.

## Philadelphia Rotary Club

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SECRETARY P. S.  
SPANGLER.

were better off financially, if crippled, than the fellow who has no insurance and has good health. Did you ever hit your thumb or finger with a hammer? If the Travelers' will provide for this kind of an injury, we will all take a policy.

"Pickles" Anderson of the H. J. Heinz Co., (the home of the "57" varieties) described the wonderful growth of the firm and also explained why cucumbers have warts.

Last, but not least, was our annual picnic on Thursday, June 26th, at Elwyn Park, a few miles outside of Pittsburgh. The day was replete with amusing incidents. Big Jim Corbett acquitted himself admirably as the clown, assisted by Bob Hays of the Fox River Butter Co. with James Conlon a close third. The Olympiad at Stockholm had nothing on our athletic events. One of the features of the ball game, between the Prickly Heats and the Gaspees, was Jim Conlon's twirling proclivities—he allowed only two hits because the balls were so wide that you couldn't get near enough to hit them. De Kor See, the magician, umpired the game, exhibiting wonderful judgment in conceding points to each side in order to preserve harmony.

Our burlesque boxing bout between Bob Hays and Jim Corbett was stopped by some of our tender-hearted members, owing to Hays being very diminutive compared with his opponent—many having prophesied Hays' finish, if the bout continued.

A sumptuous repast was served—thanks to our



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With the above array of Rotarians at the helm during our voyage this year, we believe that we will reach port next year with a speed record that will be the envy of our contemporaries.

W. D. DE COURSEY, *Assoc. Ed.*

### Do You Like Watermelon?

Did you ever eat a Texas watermelon? They say there are no others like them. Well, there will be a carload or carloads of this luscious fruit at Buffalo and everybody that comes will have a chunk and those that do not come will be sorry. Watermelon! Um! Um!



EX-SECRETARY  
"JIMMY" CONLON.

# Toronto!

## Queen City of Canada

With her population, industry and wealth increasing by leaps and bounds, Toronto is drawing to itself the brains of the country and attracting the attention of the whole world.

Foremost in the ranks of Toronto's big men stand the members of the Toronto Rotary Club—the "livest," most hustling and energetic organization in the city.

### Visit Us During Convention

You will be in Buffalo in August, surely. Then why not take a run over to Toronto and see for yourself what progress and brain have achieved for this city. Be sure and get in touch with us while here.

## Rotary Club of Toronto

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Our Motto:

*"All for one and one for all."*

## RICHMOND (Va.).



"Big Times" on June 24th at the regular semi-monthly meeting of Richmond Rotarians. They were all there—and right on time—6:30 p. m., at the Business Men's Club Rooms—79 strong—all jolly good fellows. Boosting each other's business in five minute talks proved a "hit."

Secretary Rosendorf, in sending out notices for the meeting, requested each member to wear a button, badge or some emblem representing his particular line of business and "the more you had pinned on you the better." Prizes were awarded to the one who made the best showing and some of the exhibits were laughable. Clubs that haven't tried this should do so. Preparations were made for sending delegates to Buffalo in August.

The following appears on the back of the Richmond membership card:

"In order that you may fully understand and appreciate the true Rotarian spirit, it is the earnest desire of the officers of the Richmond Rotary Club that you make an effort to meet and personally converse with Rotarians in the various cities you visit. They will welcome you in true Rotarian spirit. In cities where there is no club, get a few live fellows interested and send their names to the National Secretary or your secretary and he will start something."

The next meeting, July 11th, will be held on the roof garden of the Hotel Richmond, and that two weeks following at the Kline motor car factory.

RUFUS S. FREEMAN, *Assoc. Ed.*

## ROCHESTER (N. Y.).



The annual outing of the Rochester Rotary Club was held at Newport, on Irondequoit Bay, near Rochester, and it was an outing to be proud of. About 100 good, live Rotarians attended the festivities, and although the rain threatened to put us out of the running for the day, it got disgusted at the perseverance of the members, who refused to be denied good weather, and the warm sun appeared at last to help jollify the occasion.

The baseball teams, representing the East and West, fought hard for a beautiful cup donated by Rotarian Stephen D. Burritt, and the East triumphed. This was only one of the events of the day, of which there were a constant round, and everybody voted the affair a huge success.

The committee, of which Louis Giboud was chairman, received the thanks due it from the club for its efforts. During the dinner served immediately after the sports, songs on various members, written by the club song writer, T. A. Sharp, were well received.

Our weekly dinners are well attended, and at each dinner some new stunt—and a novel one—is pulled off by the entertainment committee. At our last dinner Rotarian Smith donated a talking machine, which was won by our lucky member, Charles Lyman. Although we are well represented in the various trades of the city, we manage to get in at least two new members at each luncheon.

Rochester, our city beautiful, is getting ready to entertain the Elks, and we hope to see a good bunch of Rotarians with the crowd. We assure the members at large that any assistance the Rochester Rotary Club can render its fellow Rotarians will be gladly extended.

T. A. SHARP, *Assoc. Ed.*

## SALT LAKE CITY (Utah).



The first official function held after the annual election of officers was a Rotary picnic on June 24th. The club accepted the invitation of Rotarian H. L. A. Culmer, the artist, to spend the afternoon and evening at his summer home "Wild-water," situated at the entrance of Big Cottonwood Canon, and one of the most beautiful spots that can be found for miles around. Nature here has not been interfered with and aside from a bungalow built for the convenience of those desiring to tarry, the surroundings are as the Creator made them. Big Cottonwood stream flows through the grounds and some of the boys with the spirit of Izaak Walton aroused thereby, secured some tackle and angled for trout with considerable success, catching both native and California trout within a few feet of the bungalow.

A ball game between club members was an exciting event, especially with the heavy-weights sliding bases (more work for the Rotary tailor).

Adams is to organize a nine and to be eligible means you must tip the scales at 200 pounds or over. If any earthquakes are noticed hereabouts you will know he has called the team out for practice.

The attendance was about one hundred and after a little surplus energy had been worked off, we all enjoyed a buffet luncheon served by the "gentlemen of color" from Rotarian Relf's establishment, Hotel Utah, who had been imported for the occasion in one of "Booster" F. Redman's motor trucks.

Only one speech was called for and made, this by Host Culmer. It consisted of one word: "Welcome," and the encore was terrific. Those in attendance voted it a most enjoyable affair and our thanks are extended to Mr. Culmer and Mr. Roberts for their hospitality.

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The Rotary Road—Salt Lake to Morgan, via City Creek Canon—seems practically assured and we predict that before another year rolls around it will be a reality, so that our friends passing this way to the Panama-Pacific Exposition may avail themselves of one of the most beautiful 25-mile drives through mountain scenery to be had in all the inter-mountain country.

Everybody who can arrange to must be in Buffalo, August 17-22, to attend the annual Convention of International Rotary Clubs. Let Salt Lake be represented without fail by a goodly number. There are ideas to be exchanged for the general good of Rotary. We think we have some, but the "other fellows" always have some, too, and we can, by getting in personal touch with them, take the part of both the "sprinkling cart" and the "sponge" on such an occasion, dropping a few thoughts perhaps and "soaking up" some good Rotary ideas to put in effect in Utah.

A Rotary baseball team has been organized with Lawrence Reynolds as captain. The first game will be played with the United States Regulators at Fort Douglas, July 2nd.

GRATTON E. HANCOCK, *Assoc. Ed.*

### SAN ANTONIO (Tex.).



Eleven men—count them—will go to the Buffalo Convention at the expense of the San Antonio Rotary Club and it is hoped that a number of others will go down in their own pockets for the expenses of the trip. If only the eleven go, however, it will mean an aggregate of travel amounting to something like 40,000 miles.

That the club members voluntarily taxed themselves over a thousand dollars to send a representative delegation to the convention shows the spirit that prevails in the San Antonio club and the determination to bring next year's convention to Texas if possible. We want you all to see our great state of which we are so proud; we want you to see what Houston can do for you as the convention city—and above all, we want you to see San Antonio, the quaintest, most attractive and withal, the most progressive city in the United States.

Only yesterday a most striking example of Rotary spirit was displayed to the writer. In conversation with one of our prominent members he stated that he had just turned down an exceedingly good offer for his business, and the principal reason for his action was that in the event of selling out he would lose his Rotary membership!

It is such spirit as this that has caused the San Antonio Rotary Club to become, when less than one year old, the most influential body of men in the city.

J. R. SPRAGUE, *Assoc. Ed.*

### SAN FRANCISCO (Calif.).



Here's a new plan for publicity among our club members. Four members are drawn at each meeting. The odd numbers are notified to call on the "evens," acquaint themselves with the business of the "evens" and come prepared at the next meeting to talk on the business of the "evens" and so boost them. Each "odd" reserves the privilege of prefacing his talk with a few remarks about his own business. It works like a charm.

Four members get publicity each meeting and two members are forced to acquaint themselves with another member's business sufficiently to talk about it.

We have just concluded a visiting week, when every member tried to call on as many others as possible during the week.

Next week is "kick week." No boosts will be allowed. Only the members with something in their systems that hurts will be given the floor at the next meeting. The three best kickers get cash prizes.

Delegates and alternates have been elected for the Buffalo Convention.

Seventy-five of us motored to the magnificent country home of H. E. Holmes the last Sunday in June. Beautiful weather, good spirits and a most genial host made the day a memorable one and served to bring together more closely many of the members.

W. BASHFORD SMITH, *Assoc. Ed.*

### ST. PAUL (Minn.).



We have at last reconciled all objections and adjusted a certain line of memberships as we believe they ought to be and take pleasure in announcing the following:

The St. Paul, the leading hotel in this city, has been admitted to membership strictly as a hotel.

Carling's Uptown and Downtown has been admitted as the cafe representative for those who wish high-class service.

The Spencer Branch, conveniently located on Fifth Street, off of Robert, has been admitted as the moderate-priced lunch room appealing especially to the business man who wishes a light noonday lunch.

No hasty action was taken. The decision to admit these establishments was arrived at after numerous conferences with board of directors, membership committee and the club in general at open meetings, with the result that there were no dissenting votes whatever.

On June 17th, we had a record-breaking attendance at an evening meeting held at Carling's Uptown. Governor Eberhart was our guest and de-

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livered his usual brief but enjoyable speech befitting the occasion. The enthusiasm aroused resulted in his being unanimously elected an honorary member.

Recently about 130 members and their ladies met at the St. Paul Hotel and were taken by automobiles provided by the membership to the Auto Club at White Bear Lake. After an enjoyable dinner we were entertained by the Rotary quartet, string orchestra and a speech from Mayor Keller of St. Paul. Then the members were left to enjoy themselves as they saw fit, either dancing, playing tennis or golf or making use of the motor boats provided.

The members present received a copy of the new roster. This is in the usual loose leaf form to be inserted in the leather cover used for the last two years. The new arrangement carries the picture of the member on the opposite page in line with his name and occupation. A great many complimentary remarks were made about the new arrangement, as it enables those in doubt to positively identify faces seen about them.

We have now entered upon our usual summer vacation during the months of July and August. It is President Gray's idea, however, that we meet occasionally, perhaps twice a month, at a noonday lunch of which no record will be kept as to attendance and no business whatever transacted, permitting those who wish and find it convenient to keep in touch with one another in this convenient and enjoyable way.

While we may not have much of anything interesting to report until after September 1st, we will endeavor to have some little item in THE ROTARIAN during the next two months.

J. W. G. CURTISS, *Assoc. Ed.*

### SEATTLE (Wash.).



The membership of the Seattle Rotary Club has now reached the 300 mark, with a number of applications still under consideration.

One of the most important local issues of vital interest to every citizen of Seattle is the question of the Harbor Island development. On June 11th, Mr. Hamilton Higday, secretary of the Port Commission of Seattle, gave an illustrated lecture on "Seattle Harbor Improvements," and was followed by a paper on "The Proper Conception of Port Development," read by Mr. Austin E. Griffiths, of the city council. Mayor Cotterill, a guest of the club, summarized the importance of the work as outlined by the commission.

On June 25th, Mr. J. J. Wettrich of the Public Utility Works of the city of Seattle gave a most valuable paper on the "Hydro-Electric Power Situation in the Northwest, and Its Possibilities."

The one-minute salesmanship contests are be-

coming more popular every week and have created a greater interest in Rotary.

The following announcement, which appeared in the weekly notice of July 2nd, is self explanatory:

It is with regret that we announce the resignation of our secretary, Mr. L. F. Allen, to take effect July 15th. Mr. Allen has excellent opportunities to engage in other work which he could not afford to ignore. The club has made material progress in every direction during Mr. Allen's incumbency, and his many friends hope he will remain in the city and be eligible to club membership. He has qualities which in a business career are certain to bring him marked success.

The new secretary is Mr. W. A. Graham. He has heretofore been associated with Mr. R. G. Taylor, manager of Lundborg Morgan Co. Members are requested to assist him as much as possible in getting acquainted.

E. L. SKEEL, President.

The convention committee of the Seattle club has been very successful in raising funds necessary to cover the expenses of a full delegation to the Buffalo Convention. Every member is an enthusiastic booster, recognizing the value to be attained from the exchange of ideas by members of the various clubs.

W. A. GRAHAM, JR., *Assoc. Ed.*

### SIoux CITY (Iowa).



The average percentage of attendance at all meetings since this club was organized is .725. This covers a period of eight months. The membership on November 1st was 25; on January 1st we had 97 enrolled, and on July 1st, 96. The percentage of attendance from January 1st to July 1st is .724, or an average of 70 present at each meeting, exclusive of visitors. Who has a better record?

Buffalo—Anticipation of meeting the live ones at Buffalo is the prevailing thought in the minds of those chosen to represent this club. The official delegation includes General Committeeman Jno. O. Knutson and delegates, Robt. W. Hunt and Martin C. Johnson. Modesty forbids the writer making much comment on what the Sioux City delegation intends to do to Buffalo. The party probably also will include "Col." John C. Smith (some orator and "good Indian"), S. L. Soelberg (our sergeant-at-arms and wholesale crockery man), Ben Salinger (of the legal profession, and "strong for Rotary"), and Dr. Frank Murphy (Sioux City's leading physician, whose hobbies include "State Militia," "The Service Ideal," "Imaginary Diseases," and a few others). Probably several more will be added to the party before August.

Picnic—yes, that's the word to conjure with these summer days. Our "Braves," who lost in the attendance contest in April and May, had to "set 'em up" to the "Warriors," and this they did by entertaining them at a picnic on June 23rd, at the Commercial Men's Beat Club. Some have not yet fully recovered.

On Monday, July 14th, the Omaha club will be host to Rotarians of neighboring cities. Several of us have planned to go in automobiles.

JNO. O. KNUTSON, *Assoc. Ed.*

## A QUARREL WITH GALVESTON

In Which San Diego Attempts to Go to the  
Mat with Galveston or Any Other Old Town  
(with a Rotary Club) That Claims a Corner  
on Climate

**I** AM ALL WORKED UP; likewise I'm in the midst of complications in attempting the combined job of Ad-writer, president of the San Diego Rotary Club, self-appointed attorney for San Diego's climate, official disputant of Galveston's claims and associate editor of "The Rotarian."

San Diego Rotarians are paying for a page of advertising. I have a carte blanche order to fill it. If I run over the space, Mr. Editor, just charge it to Galveston. They may want to pay the whole bill when they read the ad.

**T**HIS MORNING I received from some good Rotarian brother in Galveston, a copy of the Tribune with a splendid story of that city and of the Rotary club there. I read the first three pages with great interest and much pleasure. But on page four I came to a sudden halt. I ran into a monstrous assertion. There in 36-point black face I found this awful statement—"Galveston x x x World's Greatest Cotton Port and x x x Nation's Best All Year 'Round Resort.'" Coming close upon the heels of a paper from Baltimore containing a similar claim for that city, it was more than I could stand. I must to arms. Those poor, misguided Galvestonians and Baltimoreans! Are they trying to bluff us? Or are they trying to insult us by pretending they never heard of us? At any rate they must be set right.

A San Diegan will stand for a good deal—but he never stands for uncomplimentary comparisons of climate. There's just one thing about which he is absolutely and stubbornly cock-sure, and that is that San Diego has the best climate of any city in any state in any nation in the world. Days were, before San Diego began doubling in population every five years, when it was ridiculed by our Los Anglan neighbors a hundred miles north, as the "City of Bay and Climate." God knows we've never, until lately, had much else and now comes Galveston with designs upon that little we have.

That Galveston is the World's Greatest Cotton Port we do not question. That she is one grand little place, that she gave us our first lesson in commission city government, that she showed admirable spirit and nerve in rising victorious after a fearful disaster,—all these things we gladly admit. But that she is the Nation's Best All Year 'Round Resort we most emphatically deny. The first and most important requisite for that distinction is the possession of the finest climate. You cannot possibly qualify as a superior resort, Galveston, without a superior climate. Not merely a good climate, but the best. And now what have you to offer as weather in these mid-summer days?

Why bless your soul your coolest hour yesterday, June 24, 1913, was twelve degrees hotter than our warmest hour. The government weather reports show your lowest temperature yesterday at 78—ours at 60; your highest at 84—ours at 66. You don't know the feel of a real summer resort town.

As I intimated in the beginning, it is somewhat of a job to establish the superiority of a city as the best all year round resort in one page of argument. I haven't space to describe the Southern California highway system with its hundreds of miles of wonderful automobile boulevards winding through mountains and skirting the wave washed sands of Balboa's ocean. I haven't space to tell of the historic places, the delightful suburbs of this far-famed Southern California section of which San Diego is the capital. Everyone knows of the matchless attractions of this fairy-land. Neither have I space to deal with San Diego's winter climate—most people know about that—I scarcely have room for a word on San Diego's summer weather, for that's the point least understood.

This is the way people reason: San Diego—way down south, near Mexico! Warm in winter! My! it must be insufferable in summer. But what are the facts? The facts are that San Diego is one of the coolest cities in the whole United States. It is cooler here than at a majority of the north Atlantic resorts.

I quoted temperatures at Galveston and San Diego for yesterday. I'll quote Atlantic City's as well. It was 70—four degrees hotter than here. I took yesterday as a random shot, being the latest and a fair example. I'll go farther; the hottest June 24, ever registered in San Diego, was 79—that was in 1883. I'll go still further. This quotation is from the U. S. Weather Bureau records: "Since the beginning of meteorological records (1871), the temperature has averaged less than one hour per year above 90." Galveston, how does that compare with yours?

San Diego certainly has a corner on equable climate. We'll go to the mat with any city dis-

(Concluded on page 91.)



## TOLEDO (Ohio).



The Toledo Rotary Club has completed its first year's existence and the anniversary was celebrated at the annual meeting, held June 17th, at the Toledo Yacht Club. The members present declared it quite the most successful and satisfactory dinner yet held. It also served as an excellent opportunity for the Optimists to pay their debt to the Pessimists who had bested them in an attendance contest covering ten weeks. That they were good losers was manifested in the excellent dinner served.

At this meeting the following officers were elected: President, George E. Hardy; first vice-president, Frank L. Mulholland; second vice-president, E. F. Gleasen; secretary, H. H. Stalker; treasurer, W. C. Carr.

The following were chosen as directors: Tom DeNilbiss, W. M. Booker, N. H. Gasser and Charles S. Turner.

On Friday, June 20th, a good-sized body of Rotarians, their wives and children, all journeyed over to Put-in-Bay, where they met a still larger delegation of Detroit Rotarians. The day was spent in games and sports of various kinds, for which suitable prizes were awarded. The big event of the day, the baseball game, was won by Detroit. For particulars and score, wire Detroit.

Considered from every standpoint, the outing was an excellent one and the Detroit and Toledo clubs are now like twin brothers.

H. H. STALKER, *Assoc. Ed.*

## VANCOUVER (B. C.).

The steadily increased attendance at the weekly luncheons is an indication of the interests shown in and benefits gleaned through the Vancouver Rotary Club. In spite of the presence of some noted men at the Canadian Club's luncheons, which are held at conflicting hours, and the exodus for the vacation season, the number at the Rotary luncheons has steadily increased. At the last meeting, 109 members were present—a good showing for so young a club.

The programs have been kept at a high standard, subjects that appeal to every business man having been presented. Mr. E. L. Skeel, president of the Seattle club, made his long-promised visit and charmed the club with his fluent exposition of Rotarianism. This address has been put in letter form and will be sent out to all the Vancouver members.

Mr. Alfred Shaw, C. A., gave a brief talk on "The Relation and Importance of Accounting to Successful Business." Mr. C. V. Jones gave an interesting account of the working of a follow-up system used by him in selling pianos. "The History and Uses of the National Cash Registers" was the theme of an address by Mr. A. H. Wallbridge, provincial manager for the N. C. R.

Mr. Rorison, nurseryman, presented a beautiful hanging basket for competition and five members

give one and one-half minute selling talks on their lines. After a keen contest, the prize was awarded to Mr. McMaster, overall manufacturer.

At the last luncheon the members were storm-bound by a downpour of rain and the time was enlivened by "naming contests" which also helped acquaintance.

Next week's luncheon, coming on Dominion Day, is cancelled and on the following Tuesday all present will contest for a case of Walker's grape juice which has been donated by A. R. Kelly.

The ways and means committee has some interesting addresses scheduled for the coming luncheons.

Q. P. Emery, who has been doing excellent work as honorary secretary, has been forced by pressure of business to give up the office. He will be succeeded by Mr. R. W. Hanna.

J. REGINALD DAVISON, *Assoc. Ed.*

## WASHINGTON (D. C.).



The American national capital is prominent on the map of the western hemisphere, not alone because of the commendable showing of its baseball team in the American league, but by reason of the activity of its Rotary club. Following a series of spirited and interesting sessions, the club, in view of the advent of real summer weather, has recessed until September. During July and August a large part of Washington's population, official and business, is on vacation, so it was deemed advisable to adjourn until the time for business to boom again at the end of the heated term.

A thoroughly enjoyable event in June, planned by the entertainment committee, was an automobile run to Ridgeville, Md., forty miles from Washington, with a side trip to Frederick, Md., historic as the home of Barbara Freitchie. Ridgeville is a country town with a hotel famous for chicken dinner, with appurtenances. A large number of automobiles, filled with joyous Rotarians, made the trip and did full justice to the chicken. Numerous mishaps occurred, going and coming, none very serious. A fair sample was that which befell Ralph W. Lee. He insisted so strenuously on taking a bath while in Frederick that an obliging old lady turned the stream from a hose on him while he was crossing a street. Walking toward the lady, the stream playing on him all the time, Mr. Lee eloquently thanked her, and spoke at length of the correct manner to use a hose effectively. The native seemed to be deeply pained that she should be regarded as an amateur after all the trouble she had taken to oblige the visitor from the seat of government.

Several Rotarians had disagreements with their cars and it was only after long persuasion that new tires were adjusted and the machines started again on their way. Incidentally, at one of the toll gates, a party led by Rotarian John Weaver was lost. Detective work of the Sherlock Holmes



puting it. If you have read this far, perhaps I can inveigle you into reading a little farther. This quotation from Gen. A. W. Greely. He said: "The American public is familiar on all sides with elaborate and detailed statements of the weather at a thousand and one resorts. If we may believe all we read in such reports, the temperature never reaches the eighties, the sky is flecked with just enough cloud to perfect the landscape, the breezes are always balmy, and the nights ever cool. *There is possibly one place where such conditions obtain—a bit of country about forty miles square in the extreme southwestern part of the United States, in which San Diego, California, is located.*"

Again we fall back upon the U. S. weather bu-

reau for facts in support of Gen. Greely's statement. "Temperatures are usually shown on a globe by lines that pass through regions of the same degree of hot or cold. Red lines of 60 and 70 showing the summer temperature of San Diego also inclose Alaska and Siberia. Blue lines showing the winter temperature at San Diego also pass through Egypt and Arabia. Thus San Diego may be said to have Alaskan summers and Egyptian winters."

We rest our case.

J. F. HAIGHT

For the

Rotary Club of San Diego, California

## THE SERVICE SYSTEM

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 Wichita, Kans.—Holmes, Yankey & Holmes, 901 to 904 Beacon Bldg.  
 Spokane, Wash.—Lawrence Jack, 610 Hyde Block.  
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## Thanks to All

With this number THE ROTARIAN completes another volume of twelve issues. It has been a most successful year. The Board of Directors of the Association are appreciative of and grateful for the cordial support of the Associate Editors, Advertisers, Club Officials, Advertising Committees and all others who have contributed to the success of the Association's magazine. What has been accomplished shows what united effort can do.

type was necessary to locate the missing lambs. Chief of Police William Copelan, of Cincinnati, Ohio, made an address of exceptional interest at the meeting of the club, held Hoodoo Day, Friday, June 13th.

Other talks of special interest have been enjoyed by the Washington Rotarians of late, one being on "The Age of Paper," by Ross P. Andrews, and another on "Advertising," by Leroy W. Heron, advertising manager of The Washington Star. Thomas P. Earl, general manager of Wells, Fargo & Co., Chicago, a visitor at one meeting, suggested numerous things the club could do to add to its prestige. He mentioned, among other things, that a member of the club might "go through" the business of another member and report his findings and success.

John G. Capers, formerly United States Commissioner of Internal Revenue, was another speaker of note. Harry Franc also delivered a praiseworthy address. So well-received was a paper on "What Manufacturing Establishments Can be

Brought Into the District of Columbia, Without Violating Either Sentiment or Law," that it was decided to have it printed and copies sent to the Washington Board of Trade, the Chamber of Commerce, the Retail Merchants' Association, and to members of Congress.

A telegram of congratulation was sent to the Rotary club of Richmond, Va., following the receipt of a telegram from that body, at the quarterly meeting of the local organization. A musical program was presented, Victrola selections being given on an instrument loaned by E. H. Droop, the Rotarian music dealer. The machine was operated by Charles Houser. Vocal music was rendered by Harry Chick.

The Rotary club of Washington, D. C., is very much alive, and when it resumes meetings in the fall, programs of even more attractiveness will be carried out.

Not written by but sent in by

GEORGE W. HARRIS, *Assoc. Ed.*

## Chicago Leads in the Advertising Contest

Like all volunteer forces, the General Advertising Committee disbanded and went back to their plough-shares when the campaign was over. It was left for the Secretary at the headquarters' office to get up a report of the contest.

We have reduced everything to a page-month and to an inch-month basis, meaning thereby a whole page space for one month or a one-inch single column space for one month.

We have only considered signed contracts, or those authorized by letter, or those paid for without contract and some others which may not be so described but which appear to be bona fide contracts.

The result in page-months and single column inch-months is as follows:

Club.	Whole Pages.	or	Single Column Inches.	Club.	Whole Pages.	or	Single Column Inches.
Chicago .....	32		512	Denver .....	2	6/16	38
Philadelphia .....	27	12/16	444	London .....	2		32
Minneapolis .....	26	4/16	420	Toronto .....	1		16
Dayton .....	19	8/16	311	Louisville .....			12
Boston .....	13	3/16	211	Portland .....			12
Winnipeg .....	11	4/16	180	Omaha .....			8
Kansas City .....	9	8/16	152	Vancouver .....			8
Jacksonville .....	6	12/16	108	Cleveland .....			6
San Diego .....	6		96	Houston .....			6
Rochester .....	3	11/16	59	Los Angeles .....			2
Glasgow .....	3		48				

From this table it is evident that the Chicago committee, composed of Rotarians Frank R. Jennings and Charles H. Eckel, are entitled to congratulations on leading the list.

The Philadelphia committee, of which Rotarian W. G. Oaks was the chairman, carried off second honors; while the Minneapolis committee (Rotarians Mae Martin and A. G. Furber) came right up on the heels of the Philadelphia committee.

While these three clubs have first, second and third places, Dayton, of whose committee Rotarian J. A. Oswald was chairman, is entitled to honorable mention for the magnificent showing they made after their deluge which is now past and forgotten.

It is fitting to also mention particularly the Rotarians of Winnipeg—Harry F. Moulden and C. J. Campbell, who surprised us with a total of 180 inches.

THE ROTARIAN extends its heartfelt thanks to ALL the volunteers of the twenty-one different clubs which made a showing in this contest, also to all the good workers of the other clubs who made an effort and were disappointed in the results.

And the general advertising committee, consisting of Rotarians E. M. Fenton, F. M. Reeder and G. H. Jackson, all of Philadelphia, and to President Glenn C. Mead, THE ROTARIAN and the INTERNATIONAL ASSOCIATION OF ROTARY CLUBS owes a debt of gratitude which ought never to be forgotten. It was their good work which gave our magazine the boost which it needed and at the time when it was needed.

C. R. P.

# THE ROTARIAN Official Directory

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OF THE INTERNATIONAL ASSOCIATION  
OF ROTARY CLUBS

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## Have You a Reservation At



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## INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

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**AFFILIATED ROTARY CLUBS.**

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

**ALBANY (N. Y.).**

President—BEN V. SMITH, Optometrist, 50 N. Pearl St. Phone, Main 2279-J.

Vice-President—CHARLES M. WINCHESTER, Vice-Pres. and Gen. Mgr. J. B. Lyon Co., Printers, Lyon Block. Phone, Main 2565.

Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale Hats and Caps, 472 Broadway. Phone, Main 2530.

Meetings, Friday of each week at 1 p. m., Hotel Ten Eyck.

**AUSTIN (Texas).**

President—R. L. RATHER, Scarbrough Building.

Vice-President—FRED K. FISHER.

Secretary—A. E. STELFOX, care The Stelfox Co.

Meetings every Friday at The Driskill Hotel.

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Vice-President—GEORGE G. MUTH, Gen. Mgr. Muth

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Secretary—OREN H. SMITH, Mgr. American Dist. Telegraph Co., Fire Protection Devices, 106 Equitable Bldg. Phone, St. Paul 2031.

Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennert, Liberty and Clay streets.

Club Headquarters Hotel Rennert, Liberty and Clay Streets. Telephone St. Paul 1800.

HOTEL: Rennert. The Rotary Hotel of Baltimore. European plan. Centrally located.

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Vice-President—W. F. KEITH, Dunlap Drug Company, 1810 Calder Ave. Phone, B. T. 1052.

Secretary—M. G. MUSE, Mgr. Rosenthal Dry Gds. Co., 1716 Broadway. Phone, S. W. 1484.

Meetings held Wednesday of each week at Hotel Crosby.

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Vice-President—W. H. ALEXANDER, Motor Merchant, 91 Donegall St. Phone, Belfast 122.

Secretary—HUGH BOYD, Atkinson & Boyd, Accountant, 72 High St. Phones, Belfast 2447 and 391.

Luncheons, Monday from one to two p. m. Monthly Dinners at 6:30 p. m., Cafe Royal, Wellington Place.

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Secretary—CLARENCE L. FRENCH, Correspondence Instruction, 312 Press Bldg.

Luncheons Wednesday 12:30 to 1:30 p. m.

Meetings last Wednesday of month at 6:15 p. m.

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Vice-President—J. E. SHELBY, Pres. Cable-Shelby-Burton Piano Co. Phone, Main 1282.

Secretary—BROMFIELD RIDLEY, Adv. Mgr. Birmingham News. Phone, Main 8000.

Luncheons, every Wednesday at 1 p. m. to 1:45 p. m., Gold Lion Tea Room. Business Meetings, 1st Friday of month at 8 p. m., Chamber of Commerce.

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Secretary—RALPH WELLS, John Hancock Bldg. Club Headquarters 178 Devonshire Street, Room 213. Phone Ft. Hill 1715.

Luncheons Every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings held on second Monday of each month at 6:30 p. m. Hotel Nottingham.

HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

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Secretary—WILLIAM J. CHOWN, Prop. Boyd's Shorthand School, Commercial Bookkeeping, Shorthand, Typewriting, 535 Ellicott Sq. Phone, Fron. 26802-Sen. 870.

Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler. Club headquarters at office of Secretary.

**CAMDEN (N. J.).**

President—RALPH D. BAKER, James F. Baker Co., Real Estate & Fire Insurance, 924 Broadway. Phones, Bell 794 L; Eastern 254.



Vice-President—WILLIAM E. MORGENWECK, Merchant Tailor, 17 Broadway. Phones, Bell 584 L; Eastern 560.

Secretary—WILLIAM CLINE, Employers' Liability and Automobile Insurance, 221 Market St. Phone, Eastern 105.

Luncheons every Tuesday except 1st Tuesday in each month, 12:30 to 1:30 p. m., Peterson's Restaurant, 318 Market St. Monthly meetings 1st Tuesday of month, 6:00 p. m. at members' places of business.

#### CHICAGO (Ill.).

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Secretary—ALFRED A. PACKER, Ventilating Systems, 1302 No. 19 S. La Salle St. Phone, Randolph 608.

Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608. Club dinners 2nd and 4th Thursdays, 6:30 p. m., at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph, in the West Room.

HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.

#### CINCINNATI (Ohio).

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Secretary—CHAS. B. WILBERDING, Tailor, 206 Neave Bldg. Phone, Main 3922.

Club Headquarters and Secretary's office, 206 Neave Bldg. Phone, Main 3922.

Meetings held at Sinton Hotel, Assembly Room, every Thursday for noon-day luncheon at 12:30 p. m. (No luncheons during July and August.)

#### CLEVELAND (Ohio).

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Secretary—Wm. DOWNIE, President The Wm. Downie Co., Painting and Decorating, 1013 Prospect Ave. Phones, Main 1180 L; Cent. 5768 W.

Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phone, Central 2631-W.

Luncheon every Thursday at 12 o'clock at various places.

Meetings held 2nd Monday of month at 6 p. m. at various places.

#### COLUMBUS (Ohio).

President—CHARLES H. BROWN, Secretary The Central Building, Loan and Savings Co., 46 East Gay St. Phone, Bell Main, 2560; Citizens 5663.

Vice-President—RAYMOND DOWDELL, Sales Mgr. Burroughs Adding Machine Co., 81 N. 3rd St. Phone, Bell Main 1432; Citizens 2003.

Secretary—HERBERT SHERWOOD WARWICK, Secretary-Treasurer, The C. W. Hain Safe Co., Safes, care Ohio Union, Ohio State University. Phone, Citizens 7908.

Luncheons second Thursday of month, 12 m., Grotto Room Virginia Hotel. Meetings 4th Thursday, at Hartman Hotel.

#### DALLAS (Texas).

President—E. E. BEACH, Southwest Cigar Co., 1515 Commerce St.

Vice-President—HARRY A. OLMSTED, Southwestern Paper Co.

Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg.

Meetings held on Thursday at 12:15 p. m., Oriental Hotel.

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Vice-President—HOWARD W. POWER, Secretary Water Lily Mfg. Co., Washing Machines, 1535 Rockingham Road. Phone 185.

Secretary—OSWALD BECKER, Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone 4001-L.

Club Headquarters at office of Secretary. Meetings, Monday of each week at 12 m. at the New Kimball.

#### DAYTON (Ohio).

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Vice-President—J. A. OSWALD, President Rotospeed Co., Duplicating Machines, 5th and Norwood Streets. Telephone Main 1945.

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Meetings first Thursday of each month at six-thirty p. m. Club luncheon every Friday except first Friday at twelve-fifteen at the Algonquin Hotel.

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Vice-President—CHAS. W. ADAMS, Mgr. Adams Hotel, 18th and Welton Streets. Phone, Main 3350.

Secretary—J. H. HINE, Pres. and Mgr. Hine Desk & Fixture Co., "Under the First National." Phone, Main 8134.

Club Headquarters at office of Secretary. Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

#### DES MOINES (Iowa).

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Vice-President—JAKE SHEUERMAN, President Capital City Woolen Mills, 8th & Market Streets. Phone, Walnut 3507.

Secretary—O. R. McDONALD, Mgr. Mitchell Advertising Agency, 322 Flynn Bldg. Phone Walnut 5805.

Club Headquarters 322 Flynn Bldg. Phone Walnut 5805.

Meetings held at Savery Hotel every other Thursday.

#### DETROIT (Mich.).

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First Vice-President—HAROLD HELMER, Beecher, Peck & Lewis, Paper, Wholesale, 134 Jefferson Ave. Phones, Main 3857; City 3197.

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Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mnfrs., 926 Majestic Bldg. Phone M-187.

Club Headquarters maintained at office of Secretary. Luncheon every Wednesday at Hotel Griswold at 12:30, except 2nd Wednesday in month for dinner at 6 o'clock.

#### DUBLIN (Ireland).

President—WILLIAM FINDLATER, Managing Director Alex. Findlater & Co., Ltd., 30 Upper Sackville Street. Phone 3531.

Vice-President—ROBERT S. SWIRLES, R. Atkinson & Co., Poplin Mnfrs., 30 College Green. Phone, 2285.

Secretary—WM. A. MCCONNELL, Caledonian Ins. Co., 116 Grafton Street. Phone 2983.

Luncheons Mondays 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, Dolphen Hotel, Essex Street.

#### DULUTH (Minn.).

President—FRANK E. RANDALL, Clapp & Randall, Attorneys, Providence Building. Phones, Grand 1153A or Melrose 728.

Vice-President—GEORGE A. SHERWOOD, General Agent Minneapolis, St. Paul & Sault Ste. Marie (Soo Line), Sixth Avenue West. Phones, Grand 1914 or Melrose 14.

Secretary—GEORGE H. BATE, Supt. Duluth Office, The Bradstreet Company, 503 Fidelity Building. Phone, Grand 644 or Melrose 628.

Club Headquarters maintained at office of Secretary. Dinner every Monday at Elk's Club at 6:15, except every second Monday in month for luncheon at 12:30.



**EDINBURGH (Scotland).**

President—R. W. PENTLAND, Music Seller, 24 Frederick St. Phone, Central 2308.  
 Vice-President—JOSEPH DOBBIE, S. S. C. Solicitor, 26 Charlotte Square.  
 Secretary—THOMAS STEPHENSON, Pharmacist, Editor of "The Prescriber," 137 George St. Phone, Central 2387.  
 Luncheons held every Thursday at 1 o'clock (except last Thursday of month). Monthly meeting last Thursday of month at 7 p. m., Carlton Hotel, North Bridge. No meetings held during August and September.

**FORT WORTH (Texas).**

President—J. F. ZURN, Traveling Passenger Agent T. & P.  
 Vice-President—R. H. FOSTER, Foster Company, Real Estate, 809 Houston St.  
 Secretary—ADAMS B. VERA, Vera-Reynolds, Fire Insurance, 500 Reynolds Bldg.

**GALVESTON (Texas).**

President—GEORGE N. COPLEY, Thos. Goggan & Brothers, Music.  
 Vice-President—F. M. LEGE, JR., Mgr. Galveston Gas Co.  
 Secretary—W. A. EICHER, Mgr. Paul Shean Plumbing Co., 2021 Strand.  
 Meetings held Thursday of each week at 12:30 p. m., Hotel Galvez.

**GLASGOW (Scotland).**

President—WALTER LAIDLAW, W. P. Laidlaw & Son, Stationers, 92 St. Vincent St. Phone, City 8893.  
 Vice-President—COLIN YOUNG, I. M., 124 St. Vincent St. Phone, Argyle 768.  
 Secretary—JOHN A. KIRKWOOD, Stock Broker, 75 St. George's Place. Phone, City 8004.  
 Luncheons, Tuesdays at 1:15, Sloan's Restaurant, Argyle Arcade, Buchanan. Monthly Meeting 3rd Tuesday in the month at 6:30 p. m., Grosvenor Restaurant, Gordon Street.

**HARRISBURG (Penna.).**

President—JOHN S. MUSSER, Pres. & Gen. Mgr. Dauphin Elec. Supplies Co., 434 Market St. Phone, Bell 415.  
 Vice-President—C. HARRY KAIN, Architect, 210 Arcade Bldg. Phone, Bell 2283W.  
 Secretary—HOWARD C. FRY, Coal & Wood (Retail), 9th & Market Streets. Phone, Bell 2129.  
 Club Headquarters at office of Secretary.  
 Meetings held on 1st and 3rd Monday of month at various places.

**HARTFORD (Conn.).**

President—CLARENCE M. RUSK, Special Agt. Traveler's Ins. Co., 700 Main St. Phone, Charter 1930.  
 Vice-President—SHIRAS MORRIS, Secretary and Treasurer Hart & Hegeman Co., Electrical Appliances, 342 Capitol Ave., Phone Charter 2631.  
 Secretary—W. H. ROURKE, Treas. & Mgr. The E. Tucker Sons Co., Paper & Twine, 66-68 Allyn St.  
 Meetings held 2nd Wednesday of each month at various hotels.

**HOUSTON (Texas).**

President—ROBT. H. CORNELL, Adv. Mgr. Houston Chronicle, Chronicle Bldg. Phones, Preston 8000; Automatic, A. 2113.  
 Vice-President—JOHN H. FREEMAN, Secretary Houston Title Guaranty Co., Stewart Bldg. Phone, Preston 1156.  
 Secretary—HERBERT C. MAY, Mgr. Stomers Co., Printers & Multigraphers, Ground Floor, Stewart Building. Phone, Preston 80; Automatic A. 4888.  
 Luncheon and Meeting every Friday at 1 o'clock, Banquet Hall (10th Floor), Hotel Bender.  
 HOTEL: The Bender. Fireproof. Modern. European. \$1.50 to \$3.00. B. S. Swearingen, Managing Director.

**INDIANAPOLIS (Ind.).**

President—FRANK P. MANLY, V. P. & Gen. Mgr. Indianapolis Life Ins. Co., 302 Board of Trade Bldg. Phones, Main 3617; Main 358.  
 Vice-President—JULIUS C. WALK, Pres. Julius C. Walk & Son, Inc., Diamond Merchants and Jewelers, 5 & 7 E. Washington St.  
 Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford Co., 38 S. Meridian St. Both Phones 310.  
 Luncheons every Tuesday at 12:30 to 1:30 p. m. at

Claypool Hotel, except the 2nd Tuesday of each month when evening meeting is held at various places.

**JACKSONVILLE (Fla.).**

President—GEORGE W. CLARK, President The Geo. W. Clark Co., Real Estate Investments, Clark Bldg.  
 Vice-President—H. B. MINIUM, Manager Armour & Co., 310 West Bay St.  
 Second Vice-President—FRANK O. MILLER, Pianos and Violins, 419 West Bay St.  
 Secretary—CLIFFORD A. PAYNE, Fire Insurance, Bisbee Bldg.  
 Headquarters, 202 Clark Bldg.  
 Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.  
 HOTEL: Aragon, Forsyth and Julia Streets, American and European plans. Strictly modern throughout.

**JOLIET (Ill.).**

President—HARVEY E. WEEKS, Woodruff Trust Co. (Address all communications to Mr. Weeks.)

**KANSAS CITY (Mo.).**

President—BURTON J. PIERCE, Dept. Mgr. J. W. Jenkins Music Co. Talking Machines, Records & Supplies, 1013 Walnut Street. Phone, Bell, M. 921; Home, M. 9430.  
 Vice-President—S. C. BLACKBURN, A. B. C. Storage & Van Co. Moving, Packing & Storage, 8th and Troost St. Phone, M. 5888.  
 Secretary—OTTO WITTMANN, Mgr. K. C. Auto Supply Co. Automobile Supplies, 1504 Grand Ave. Phone, Bell, G. 3181; Home, M. 3181.  
 Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

**LINCOLN (Neb.).**

President—F. C. ZEHRUNG, Prop. Zehrung Posting Service, Oliver Theatre. Phone, B1234; Bell No. 8.  
 Vice-President—R. O. CASTLE, Senior member of firm of Castle, Roper & Matthews, Undertakers & Embalmers, 1319 N. St. Phones, Auto. B1746; Bell 746.  
 Secretary—F. E. WALT, 128 N. 11th St.  
 Club Headquarters at office of Secretary.  
 Meetings every Monday noon at Lincoln Hotel.

**LONDON (England).**

President—G. J. P. ARNOLD, Messrs. Percy Edwards, Ltd., Jewellers, 71 Piccadilly, W. Phone, Gerrard 3872.  
 Vice-President—E. T. WEBB, London Joint Stock Bank, Ltd., Charterhouse Street, E. C. Phone, City 7681.  
 Secretary—E. SAYER SMITH, The Initial Carrier Co., 49 Gt. Sutton St. E. C. Phone, Holborn 5347.  
 Meetings held second Tuesday in each month at 7 p. m., Trocadero Restaurant.

**LOS ANGELES (Calif.).**

President—ROGER M. ANDREWS, Citizens Trust & Savings Bank, Trust Dept., 308-310 South Broadway. Phones, Home 10091; Sunset, Main 1010.  
 Vice-President—CARL E. ROSENBERG, Yawman & Erbe Mfg. Co., 627 South Broadway. Phones, Home F3625; Sunset, Main 3925.  
 Secretary—H. C. WARDEN, Club Headquarters and Secretary's office, 506-7 Delta Building, 424 So. Spring St. Phones, Home, F7343; Sunset, Main 7343.  
 Club meets every Friday for luncheon.  
 Hotel: Hollenbeck, Spring and Second Streets, 500 rooms, 300 baths. Rates, \$1.00 and up. Excellent cafe.

**LOUISVILLE (Ky.).**

President—FRANK P. BUSH, Secretary & Treasurer Bush-Krebs Co., Engravers & Electrotypers, 408 W. Main St. Phone, Home City 1996; Main 1996.  
 First Vice-President—C. OSCAR EWING, D. H. Ewing & Son, Creamery, 306 W. Breckinridge St. Phones, Home City 1028; South 1028.  
 Second Vice-President—L. H. AMRINE, Mgr. Underwood Typewriter Co., 120 S. 4th Ave. Phones, Home City 1185; Main 1185.  
 Secretary—C. H. HAMILTON, Gen'l Agt. Sheldon School, 400 Walker Bldg. Phone Home, City 8911.  
 Club Headquarters at office of Secretary.  
 Meetings held twice a month—on the second Tuesday evening at dinner and on the fourth Tuesday noon at Henry Watterson Hotel.

**MADISON (Wis.).**

President—JOHN C. McKENNA, Real Estate, Vroman Block.  
Vice-President—A. W. SCHULKAMP, Fire Insurance, Tenney Block.  
Secretary—C. R. WELTON, Welton & Marks, Attorneys-at-law, Pioneer Bldg.  
Meetings every Thursday at 12:30 p. m., Madison Club.

**MANCHESTER (England).**

President—W. H. BURGESS, 36 Fountain Street.  
Vice-President—JOHN MASTERS, 22 Oxford Road.  
Secretary—CHAS. B. PENWARDEN, 22 Cannon Street.

**MILWAUKEE (Wis.).**

President—E. D. HAVEN, Darling Land & Lumber Company, 8 Mack Block. Phone, Main 335.  
Vice-President—G. C. DEHEUS, Dennison Manufacturing Company, Mack Block. Phone, Main 111.  
Secretary—CAESAR D. MARKS, American Surety Co., of N. Y., Surety Bonds and Undertakings, 218 Wells Building. Phone, Main 2543.  
Club luncheons held every Wednesday at the Hotel Pfister, 12:15 p. m.

**MINNEAPOLIS (Minn.).**

President—ORRIN M. CORWIN, Vice-President Wells & Dickey Co., Farm Loans, Municipal Securities, First floor McKnight Bldg. Phone, Nicollet 4200.  
First Vice-President—HARRY R. SHEPARDSON, Mgr. Loose-Wiles Biscuit Co., 701 Washington Ave. N. Phones, Main 926; Center 2850.  
Second Vice-President—IVAN A. THORSON, Pres. Northwestern School Supply Co., 717 Hennepin Ave. Phones, Main 2109; Center 931.  
Secretary—ALLYN K. FORD, Partner Luther Ford & Co., mfg. Mrs. Stewart's Bluing, 331 Second Ave. N. Phones, Main 1601; Center 4771.  
Club Headquarters at Secretary's office.  
Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis' most up-to-date hotel.

**NEWARK (N. J.).**

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company, Prudential Building. Phone, Market-4000.  
Vice-President—A. STONELAKE CASE, 671 Broad St.  
Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.

**NEW ORLEANS (La.).**

President—GARLAND WOLFE, Real Estate, 824 Common St.  
Vice-President—DR. J. F. OECHSNER, Physician, 621 Machea Bldg.  
Secretary—WM. J. BOVARD, Insurance, 902 Hennen Bldg. Phone, Main 633.  
Club Headquarters at 902 Hennen Bldg. Meetings held 2nd Tuesday of month at 6 p. m. for dinner and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

**NEW YORK (N. Y.).**

President—WALTER C. GILBERT, Harlem Storage Warehouse Co., 211 East 100th St. Phone, Lenox 850.  
Vice-President—RICHARD BURR, Gen. Auditor, Wells Fargo & Co., Express, 51 Broadway. Phone, Rector 400.  
Secretary—CLARENCE W. BRAZER, Brazer & Robb, Architects, 1133 Broadway. Phone, Madison Square 3991.  
Club Headquarters: Hotel Imperial, Broadway and 32nd.  
Weekly Dinners, Tuesday evenings (except 1st Tuesday) at Hof Brau Haus, 6:00 p. m. Monthly Dinners 1st Tuesday of each month at the Imperial Hotel.

**OAKLAND (Calif.).**

President—ROBERT ROBERTSON, Partner Cape Ann Bakery, 575 Twelfth St. Phones, Oakland 128; Home A-1280.  
Vice-President—D. E. PERKINS, Sales Mgr. Burroughs Adding Machine, No. 414 13th St. Phones, Oak 7525; Home A-5485.  
Secretary—D. L. ARONSON, Mgr. Cahn, Nickelsburg & Co., Shoe Mfg., 1126 Brush St. Phone, Oakland 8455.

Club Office, 414 Security Bank Bldg. Phone, Lakeside 287. Meetings every Thursday at 12:30 at Hotel Oakland.

**OKLAHOMA CITY (Okla.).**

President—PAUL M. POPE, Bennett & Pope, Attorneys, Colcord Building. Phone, Walnut 4776.  
Vice-President—FRANK H. RICE, Oklahoma City Building & Loan Asso., 18 North Robinson.  
Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 400-6 Insurance Bldg. Phone, Walnut 3805.  
Meetings held on Tuesday of each week, 12:15 p. m. at the Skirvin Hotel.  
Club Headquarters are the Secretary's office.

**OMAHA (Neb.).**

President—DANIEL BAUM, Jr. Mgr. Baum Iron Co., 13th and Harney Streets. Phone, Douglas 131.  
Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Telephone, Douglas 861.  
Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.  
HOTEL: New Henshaw, 15th & Farnam Streets. Fireproof, Strictly firstclass. European plan.

**PATERSON (N. J.).**

President—W. D. PLUMB, Mgr. Underwood Typewriter Co., 9 Hamilton St.  
Vice-President—JAMES T. JORDAN, The Jordan Piano Co., 131 Market St.  
Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.  
Meetings held last Thursday of the month at G. H. Crawford's, 148 Washington St.

**PEORIA (Ill.).**

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.  
Vice-President—E. B. HAZEN, Hitchcock Bros. Co., Brass Foundry, 104 S. Washington St. Phone, M-553.  
Secretary—E. C. SCHMITZ, Modern System Sales Co., Office Outfitters, 203 S. Jefferson Ave. Phone M-682.  
Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

**PHILADELPHIA (Penna.).**

Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.  
Regular luncheons at the Bingham Hotel on Wednesdays, 12:30 to 1:30 p. m. Club headquarters, 200 South 13th St.  
Regular monthly dinners at Kugler's, 1412 Chestnut Street on the third Tuesday of each month at 6:30 p. m.

**PITTSBURGH (Penna.).**

President—THOS. H. SHEPPARD, Secy. & Treas. Arbuthnot-Stephenson Co., 801 Penn Ave. Phone, Grant 534.  
First Vice-President—ROBERT MUNROE, Jr., Vice-President R. Munroe & Son Mfg. Corp., Iron and Steel Tanks, 23rd and Smallman Streets. Phone, Grant 600.  
Second Vice-President—DAVID C. FARRAR, Pres. The Farrar Adv. Co., Diamond Bk. Bldg. Phone, Court 867.  
Secretary—P. S. SPANGLER, 547 Liberty Ave.  
Club luncheons held every Wednesday at Fort Pitt Hotel.

**PORTLAND (Ore.).**

President—C. V. COOPER, Mgr. Castilloa Rubber Co., 813 Chamber of Commerce. Phone, Main 4809.  
Vice-President—J. C. ENGLISH, J. C. English Co., Lighting Fixtures, 128 Park St. Phones, Main 2479, A. 3747.  
Secretary—J. L. WRIGHT, President & General Mgr. Portland Printing House Co., 388 Taylor St. Phone, Main 6201 A2281.  
City Office Room 2, Commercial Club Bldg., W. L. Whiting Assistant Secretary.  
Weekly luncheons held every Tuesday at 12:30 p. m. Commercial Club.

**PROVIDENCE (R. I.).**

President—JOHN D. CAMERON, Sec'y & Asst. Treas. R. I. Supply & Engineering Co., Steam & Plumbers Supplies, 156 W. Exchange St. Phone Union 883.  
 Vice-President—HARRY C. PATTERSON, Office Mgr. Seaconnet Coal Co., 5 Exchange St. Phone, Union 2015.  
 Secretary—E. P. SMALL, Sec'y A. E. Martell Co., Loose Leaf Systems, 528 Grosvenor Bldg. Phone, Union 2017.

Regular monthly meetings 1st Monday each month at 6:30 p. m. at West Side Club. Semi-monthly luncheons, 1st and 3rd Mondays at 12:30 o'clock.

**PUEBLO (Colo.).**

President—J. WILL JOHNSON, Sec'y Colorado Laundry, 109-111 W. 3rd St. Phone, Main 18.  
 First Vice-President—H. A. BLACK, Physician & Surgeon, 1 Pope Block. Main 331.  
 Second Vice-President—W. F. RABER, Gen. Mgr. Arkansas Valley Ry., Lt., & Power Co. 102 Victoria Av.  
 Secretary—B. F. SCRIBNER, Pres. Franklin Press Co., 112-114 W. 3rd St. Phone, Main 95.  
 Club Headquarters at office of Secretary.  
 Weekly meetings every Monday at 12:15 p. m. Monthly meetings third Tuesday in each month, at 7 p. m. at the Vail or Congress Hotels.

**RICHMOND (Va.).**

President—JOHN G. CORLEY, The Corley Company.  
 Vice-President—GEORGE W. BAHLKE, Mgr. Metropolitan Life Ins. Co., Travelers Bldg.  
 Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., 126 Main St.

**ROCHESTER (N. Y.).**

President—SETH C. CARPENTER, Agt. Travelers' Insurance Co., 508-521 Granite Bldg. Phone, 1652.  
 Vice-President—S. D. BURRITT, Jeweler, 104 State St. Phone, Stone 3849.  
 Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190.  
 Club luncheons every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

**ST. JOSEPH (Mo.).**

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.  
 Secretary—W. S. ALDRICH, Partner of the Firm, Eckel & Aldrich, Architects, 1105 Corby-Forssee Bldg. Phone, Bell 62.  
 Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

**SAINT LOUIS (Mo.).**

President—JESSE M. TOMPSETT, Treas. Isler-Tompsett Lithographing Co., Commercial Lithographing, 1324 Washington Ave. Phones, Olive 623; Cabany 3107.  
 First Vice-President—S. E. BAMBER, Sec'y Hess & Culbertson Jewelry Co., 7th and St. Charles Sts. Phones, Oliver 2000; Central 7145.  
 Second Vice-President—W. N. CHANDLER, Secretary and Treasurer Cleaner Mfg. Co., 2942 Olive St. Phones Bomont 42; Central 4636.  
 Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.  
 Club Headquarters 411 Olive St. Phone, Bell, Main 1751.  
 Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

**ST. PAUL (Minn.).**

President—CLARENCE C. GRAY, Hay and Grain Commission, 116 East Third St. Phones, Cedar 1500; Tri-State 752.  
 Vice-President—W. B. WEBSTER, Prop. St. Paul Steam Laundry Co., Laundry, 289 Rice St. Phone, Cedar 940.  
 Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1617 Pioneer Bldg. Phones, Cedar 6000; Tri-State 2089.  
 Club Headquarters at Secretary's office.  
 Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

**SALT LAKE CITY (Utah).**

President—CHAS. TYNG, Houston Real Estate Inv. Co., 351 South Main. Phone, Wasatch 27.  
 First Vice-President—A. N. McKAY, Mgr. Salt Lake Tribune, 145 South Main. Phone, Wasatch 5200.

Second Vice-President—FRANK T. ROBERTS, Roberts & Heist, Civil Engineer, Felt Bldg. Phone, Wasatch 1652.

Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co., Mining Stock Brokers, 306 Newhouse Bldg. Phone, Wasatch 904.

Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

**SAN ANTONIO (Texas).**

President—HERBERT J. HAYES, Texas Title Guaranty Co., Abstracts and Titles, 130 W. Commerce St. Phone, C2468.

Vice-President—HARRY L. MILLER, J. H. Kirkpatrick Co., Real Estate—City, 419 Navarro St. Phone, C89.

Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, 215 Navarro St. Phone, C333.  
 Address all mail for club to P. O. Box 807. Club Headquarters—741 St. Anthony Hotel. Luncheons at 12:30 each Friday at the St. Anthony.

**SAN DIEGO (Calif.).**

President—JAY F. HAIGHT, Haight Adv. Agency, 214 American Nat'l Bank Bldg. Phones, Home 3331; Sunset Main 840.

Vice-President—EARL A. GARRETTSON, Surety Bonds, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.

Second Vice-President—GEO. W. COLTON, President of The Auto Tire Co., 5th & A. Phones, Sunset Main 346; Home 4445.

Secretary—FRANKLIN M. BELL, 518 Union Bldg. Phones, Home 4425; Sunset Main 4442.

Club Headquarters at office of Secretary.  
 Meetings are held at Rudder's Grill every Thursday at 12:10.

HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Herman, Mgr.

**SAN FRANCISCO (Calif.).**

President—H. R. BASFORD, Ruud Automatic Water Heater Co., Ruud Heaters, 428 Sutter St. Phone, Kear 4435.

Vice-President—T. H. DOANE, Pacific Coast Paper Co., Printing, Writing & Wrapping Paper, 545 Mission St. Phone, Kear 3730.

Secretary—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfgs. Specialties for Physicians and Druggists, 527 Commercial St. Phones, Kearney 150; C. 1505.

Club Headquarters at 808 Humboldt Bank Bldg. Phone, Douglas 1363.

Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m., Techau Tavern, Powell and Eddy Streets.

HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

**SEATTLE (Wash.).**

President—E. L. SKEEL, Attorney, 1000 Alaska Bldg. Phones, Main 6511; Ind. 1043.

Vice-President—JOHN E. PRICE, Banker & Broker, 906 Hoge Bldg. Phone, Main 2364.

Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel.

Club Headquarters at office of Secretary. Meetings held at the Rathskeller every Wednesday at 12:15 p. m.

**SIOUX CITY (Ia.).**

President—LEONARD O'HARROW, Retail Shoes, 902 4th St. Phone, Auto. 1715.

Vice-President—ROBERT W. HUNT, Gen. Mgr. Phillip Bernard Co., Mfrs. Non-Freezable, Sanitary, Stock-Watering Systems. Phone, Bell 1530.

Secretary—JNO. O. KNUSTON, Merchandise Broker and Manufacturers' Agent, 516 Fifth St. Phones, Bell 415; Auto. 1026.

Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin or The West Hotels.

**SPOKANE (Wash.).**

President—LAWRENCE JACK, Lawyer, 610 Hyde Bldg. Phones, M. 3008; M. 8610.

First Vice-President—W. C. SCHUPPEL, Mgr. Underwood Typewriter Co., Typewriters & Supplies, 114 Stevens St. Phones, M. 332; M. 3478.

Second Vice-President—H. W. NEWTON, Vice-Pres. Guernsey-Newton Co., Fire Ins., 201 Eagle Bldg. Phones, M. 442; Glen. 848.  
Secretary—CHESTER WYNN, 425 Eagle Bldg. Phone, Main 107.  
Meetings held every Thursday at 12:15 p. m. at The Hall of the Doges, Davenport's.

#### SUPERIOR (WIS.).

President—CLARENCE J. HARTLEY, Firm Hanitch & Hartley, Lawyers, First National Bk. Bldg. Phone Ogden 114D.  
Vice-President—H. E. SPEAKES, Pres. Speakes Lime & Cement Co., Building Material, 114 Banks Ave.  
Secretary—B. J. THOMAS, Cashier People's Telephone, 1013 Ogden Ave.  
Club Headquarters, Hotel Superior, Phone, Ogden 224.  
Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

#### SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co. Auto Gear Manufacturing, W. Fayette St. Phone 7785. Residence 502 Walnut Ave.  
Vice-President—DR. JOHN A. MATTHEWS, Halcomb Steel Co.  
Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.  
Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

#### TACOMA (Wash.).

President—R. H. CLARKE, Treasurer Wheeler, Osgood Co., Migra. Doors, Sash, Finish Lumber & Cabinet Work, Tide Flats. Phone, M825.  
Vice-President—JOHN C. STANTON, Gen. Agt. United States Fidelity & Guaranty Co. Surety Bonds & Casualty Ins., Savage-Scofield Bldg. Phone, M911.  
Secretary—WM. G. STEARNS, President Stearns Bldg. & Investment Co., Real Estate, 301-2 Chamber of Commerce Bldg. Phone, Main 543.  
Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

#### TOLEDO (Ohio).

President—CHAS. S. TURNER, President and Mgr. Moreton Truck & Storage Co., 23 Huron St. Phone, Home 890.  
First Vice-President—GEO. E. HARDY, Pres. and Mgr. Hardy Paint & Varnish Co., Oakwood & Hoag. Phone, Home 6X28.  
Second Vice-President—IRVING B. HIETT, Pres. Irving B. Hiett Co., 612-614 Madison Ave. Phone, Home 7765.  
Secretary—HERBERT H. STALKER, Secretary The Miller Adv. Co., 534 Nasby Bldg. Phone Home 7446.  
Club Headquarters 534 Nasby Bldg. Phone, Home 7446; Bell 2590.  
Meetings held from 12:15 to 1:15 on Friday in a special room at Toledo Commerce Club. Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.

#### TORONTO (Ont.).

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.  
Vice-President—R. W. E. BURNABY, Real Estate Broker, Imperial Life Building.  
Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd., 97 Wellington Street, W.  
Meetings Wednesday of each week at 1:10 p. m. at McConkey's Restaurant, 29 King St. W.

#### VANCOUVER (B. C.).

President—G. S. HARRISON, Merchants Bank of Canada, Phone, Sey. 9450.  
Vice-President—J. B. GIFFEN, Mercantile Agency, 543 Hastings St. W. Phone, Sey. 4500.  
Secretary—R. W. HANNA, Office Furniture, 416 Cordova, W. Phone, 3700.  
Meetings Tuesday at 12:30 p. m. sharp, Hotel Elysium.

#### WACO (Texas).

President—A. H. BELL, 209 S. 6th St.  
Vice-President—GEORGE S. McGHEE, 1st Nat'l Bank.  
Secretary—C. G. SNEAD, Underwood Typewriter Co.

#### WASHINGTON (D. C.).

President—JOHN DOLPH, Supt. Metropolitan Life Ins. Co., 816 Munsey Bldg. Phone, Main 3271.  
Vice-President—JOSEPH M. STODDARD, member of Firm Cook & Stoddard Co. Automobiles, 1138 Conn. Ave. Phone, North 7810.  
Secretary—GEORGE W. HARRIS, Photographer, 1311 F. St., N. W.  
Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.

#### WICHITA (Kans.).

President—GIFFORD M. BOOTH, Pres. Grit Printery, Printing and Book Binding, 124 S. Lawrence, Phone, Market 440.  
Vice-President—WILL G. PRICE, Business College, 114 North Market St. Phone, Market 1878.  
Secretary—GEO. H. PUTNAM, Gas Tractors, Mgr. Hart-Paar Co., 316 S. Wichita St. Phone, Market 215.  
Meetings of club held on third Monday of each month (except July and August) at the Kansas City Club, at 6:30 p. m.  
Luncheons semi-monthly, on Wednesday, at 12:30 p. m., either at Hamilton Hotel or Y. M. C. A. Rooms.

#### WINNIPEG (Man.).

President—L. J. RUMFORD, Vice-President & Managing Director of Rumford Sanitary Laundry Co., Ltd., Cor. Wellington & Home. Phone, Garry 400.  
Vice-President—J. F. C. MENLOVE, Manager The Dominion of Canada Guarantee and Accident Co., 706 Somerset Building. Phone, Main 2075.  
Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers. Phone, Main 870.  
Weekly luncheons held every Tuesday at 12:30 at the Travellers Club. Regular monthly meetings are held at the same place on the second Wednesday of each month at eight o'clock p. m.

#### WORCESTER (Mass.).

President—EDWARD B. MOOR, Partner Bonney & Moor, Brokers, State Mutual Building, 340 Main St. Phones, Park 5770-6685.  
Vice-President—LEWIS M. McCALLUM, Secretary, Parker Wire Goods Co., 1 Assonet St. Phone, Park 4400.  
Secretary—FREDERICK W. MOZART, Prop., Worcester County Trader, Graphic Arts Building. Phones, Park 7597-7599.  
Luncheons Thursday at 1:00 p. m., Putnam & Thurston's Restaurant. Meetings 3rd Monday in each month, excluding July and August, at 6:30 p. m. at various hotels.

#### ROTARY CLUBS NOT YET AFFILIATED IN THE ASSOCIATION.

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Secretary—HOWARD GELBERT, Coke Davis Ins. Acy.

##### BROOKLYN (N. Y.).

Secretary—THOMAS LAMB, 84 Court St.

##### CLEBURNE (Texas).

Secretary—B. W. ALEXANDER.

##### GRAND RAPIDS (Mich.).

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##### HALIFAX (N. S.).

Secretary—HAROLD BETHEL, Nova Scotia Fire Ins. Co.

##### HAMILTON (Ont.).

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Taxicabs and Carriages, Omnibus and Baggage Transfers, Heavy Hauling, Moving and Storage.

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Rotarian

HOUSTON

TEXAS



# STORIES—OLD AND NEW

CONTRIBUTED BY ASSOCIATE EDITORS AND OTHER ROTARIANS

## SOMETIMES IT DOES SEEM THAT WAY.

A San Diego youngster went to Sunday School for the first time. When he returned home he was asked what he had learned. "Well," he said, "I learned what a lie is." "And what is a lie?" "A lie is an abomination of the Lord and a very present help in trouble."

(Contributed by Herbert R. Fitch, San Diego.)

## NO PLACE FOR A BOW-LEGGED MAN.

An extremely bow-legged man insisted on standing close to a burning building while he intently watched the progress of the flames. A fireman who had noticed him standing there, suddenly caught sight of the bow-legs.

"For the love of Mike," cried the fireman as he pushed the man to one side, "get away from there. Don't you know that you are warping?"

(Contributed by Peter E. Powers, Chicago.)

## PIGS IS PIGS, BUT CHICKENS—THAT'S DIFFERENT.

After calling on a friend and customer in Minneapolis recently, I was leaving the office with him when he remembered that he had ordered a chicken delivered to his office, as he lives at a lake resort. Turning back, he flipped a dollar to the young man left in charge with the remark:

"This is for a chicken."

Without batting an eye, the clerk promptly asked:

"What's her name?"

(Contributed by J. W. G. Curtiss, St. Paul.)

## ONE ON MAC.

The night watchman of a large hotel saw an apparition in white moving along the hall at 2 a. m. Upon closer investigation, the apparition proved to be Mac Martin of Minneapolis.

"Here, what are you doing out here?" asked the watchman.

Mac opened his eyes and seemed to come out of a trance.

"I beg your pardon," he said. "I am a somnambulist."

"Well," said the watchman, "you can't walk around these halls in the middle of the night in your nightshirt, not matter what your religion is."

(Contributed by Frank R. Jennings, Chicago.)

## CHEATING THE CHAUFFEUR.

Mr. Busyman went to the agent from whom he had purchased his new car and asked him to hire a chauffeur. A driver was engaged and for a month all was serene until one day when the agent met the yawning, heavy-eyed chauffeur on the street.

"How do you like the job I got you?" the agent asked.

"That ain't no job," was the chauffeur's reply, "it's a curse you wished on me and I'm goin' to quit. Say, I don't know what sleep is no more. I meet myself goin' into the garage when I'm comin' out. The boss goes down to the office at seven o'clock in the morning and ain't ready to call it a day's work until two or three hours after midnight. I'm through!"

The agent saw it was up to him to use persuasion or Busyman would be in the market for another driver and maybe another car.

"You ain't going to let a middle-aged man like him get your goat, are you?" was the agent's opening argument. "If he can stand the gaff, you can, too, can't you? What's a few hours' sleep to a strong young fellow like you? Stick it out. Don't quit. Show him he can't go too fast a clip for you."

The chauffeur was deeply impressed and decided at least to defer sending in his resignation. Another month passed and then the agent was forced to admit his persuasion was for naught.

"I'm through, I tell you, I'm through," the chauffeur shrieked the next time he saw the agent. "I would have stuck it out, but I found that the boss was cheatin'. He's sleeping afternoons at the office."

(Contributed by Foster M. Reeder, Philadelphia.)





## Brimful of the Best

Fill up your glass with sparkling, natural spring water, drawn from the cool depths of St. Patrick's Well in Dublin, or from the famous Cromac Springs of Belfast, and blended with the choicest of choice ginger.

Fill it brimful with the most delicious and invigorating drink that ever quenched a healthy thirst or put an edge to appetite.

At the Hotel, the Restaurant, at home, fill up your glass with—

**"C & C"**  
(Cantrell & Cochrane's)  
**Ginger Ale**

EXPORTED TO ALL PARTS OF THE WORLD  
Made by CANTRELL & COCHRANE, LTD.  
DUBLIN & BELFAST  
[Estd. 1852]  
WE ARE ROTARIANS



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**Freeland's**  
L I M I T E D

Exclusive Haberdashery and Art  
Clothes to Order

420 MAIN STREET  
WINNIPEG

Rotary Member, Frank E. Freeland

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# TO

# FELLOW

# ROTARIANS

We are offering you a new food, made from the plump rye kernels, toasted to a delicious brown.

Our thousands of repeat orders convince us that the smacking nut flavor of

## TOASTED RYE FLAKES

has met with the hearty approval of the palates of the public.

These delightful flakes come ready to serve with cream and sugar.

TRY A PACKAGE FROM YOUR GROCER

Minneapolis Cereal Co., Minneapolis

*Morse's*  
**MILK**  
*Chocolate Creams*

**A**LL that a dainty confection can be—perfect in blend, delicate and delicious—the finest, fluffiest creams, firm and "snappy," coated with a specially prepared, high grade Morse Style Milk Chocolate.

ONLY IN RED BOXES  
A. G. MORSE CO., ORIGINATORS  
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Main Office  
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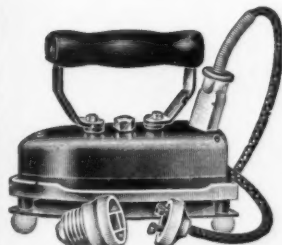
Detroit	Kansas City	Cleveland
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An Electric Iron and Toaster are as Necessary at Home these Hot Days as a Fan at the office. These two are the cream of our

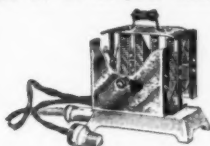
extensive line of heating devices. Both absolutely guaranteed, and will prove a comfort and a joy forever to the user and owner.



**Iron - \$3.50**

**Toaster - \$5.00**

Both F. O. B. your doorstep



**MESCO**  
TRADE MARK

### TOASTER

The only toaster with a real heat regulator. Any degree of crispness at will. Toasts as fast as several can eat, and such toast! Toasting at the table with a Mesco keeps the cook cool and the toast hot and fresh.

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A time saver and step saver, a money saver, a health saver, are a few of the reasons why you should have an electric iron at home.

That it uses less current than any other iron, is handsome, practical, and dependable, and above all, "unwearoutable" are the reasons it should be a Mesco.

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New York

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"Whew! It's Hot"  
and  
"Boo! It's Cold"

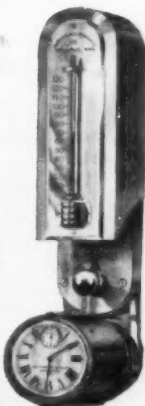
are expressions never heard in houses equipped with the

## Minneapolis Heat Regulator

Set the indicator at the desired degree, put on coal and this regulator will keep the temperature uniform, insuring comfort, health and economy of fuel.

### With Time Attachment

the temperature can be changed at any pre-determined time to the degree desired.



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## Do You Know Rugs— Real Oriental Rugs?

The genuine is as elusive as the rainbow—and only an expert can be sure of its quality.

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Many "doctored" rugs are sold as genuine antiques, unconsciously, by perfectly honest dealers who have been imposed upon in buying.

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Special values in small and medium sizes. Persian Rugs at \$12.50, \$15 and \$25.

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Also Domestic Rugs and Carpets.

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¶ We offer Select Oklahoma Farm Mortgage Loans bearing five and six per cent interest in large or small amounts. We are one of the oldest loan concerns in Oklahoma. We have loaned millions of dollars with no loss to any investor. We personally care for each loan during its life, remitting the holder principal and interest free of charge as the same matures.

¶ If investments are desired investigate us through the Rotary Club here or any of the banks. Also we will furnish, on application, our investors for reference.

¶ Write for more information.

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An orange-pecan orchard on the Gulf Coast of Alabama means a lifelong income and a home for old age. No experiment; bearing groves prove this.

We plant 500 Satsuma orange and 100 Paper-shell pecan trees on each five-acre orchard, and develop five years. The Satsuma oranges get results the 3rd year; the Pecans will pay dividends for generations.

Monthly payments, no interest, and a life insurance feature that protects you against loss of money paid in.

A postal brings you full particulars.

SEND IT TODAY.

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## LARGE PROFITS

Can be made in  
British Columbia

## TIMBER

I have been here, in the timber business *exclusively* for a good many years and have never failed to make my clients handsome profits on their investments.

British Columbia timber is due for a big rise in the next two years for three good reasons:

First—The opening of the Panama Canal.

Second—The completion of the Canadian Northern to the Coast.

Third—The prospect of removal of U. S. tariff on lumber and shingles.

I have good investments from \$10,000 up and I solicit the privilege of making you some money.

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[Timber Lands Member Vancouver Rotary Club]

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Six, Seven and Eight Per Cent on  
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In Effecting  
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Everywhere

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The **best** way to save money is to invest your surplus where it will be safe and earn a good rate of interest.

Select an investment agency noted for its conservatism, of long and wide experience, of irreproachable reputation. In other words select a specialist in the investment line just as **you** are in **your** line and be guided by their advice.

**Farm Mortgages** are favorite investments with those who have neither the time nor the inclination to watch the Stock Exchanges and who want safety coupled with a good interest rate. Our Farm Mortgages have stood the test of 35 years.

We are specialists in making Farm Mortgages—we sell them to you and you have no trouble or worry—we collect interest and principal and remit it promptly without charge, to you—the borrower pays us for our trouble.

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## Wells and Dickey Company

Established 1878

Capital and Surplus \$750,000.00

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## *When in Rome—as the Romans When in England—*

entrust your advertising to Englishmen who know the English markets and understand the English temperament. Many a promising American proposition has been robbed of success by the adoption of wrong methods—methods which were right in America but altogether wrong in England.

There is a good market here for Amer-

ican goods. There is no reason why a success in America should not be repeated in England.

Get into touch with the Agency which successfully handles the British publicity business of Waterman's Ideal Fountain Pens, Stewart Speedometers, Mark Cross Leather Goods, Waltham Watches and other great American accounts. Write to

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The Rotarian Advertising Agency of London, England

*Experts in Press Publicity*

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There is a royal road to business success. The man who knows how to obtain and apply the knowledge and experience of others **wins out every time**. Instead of wasting months or years working out the problems of business for himself, he takes the results that other men have **found and proven right**.

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### **What the Sheldon Course**

#### **Really Is**

The new Sheldon Business Building Course is the concentrated, **classified knowledge of over 50,000 successful men**.

It is not merely theoretical but **absolutely practical**. Every method, every statement, every principle has been **proven** thousands and thousands of times.

The new Sheldon Course reduces business to an **actual science** for the first time. It classifies and teaches the laws that every successful man must **sooner or later learn and obey**.



### **The Sheldon School**

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Right now there is **some** obstacle that seems to slow you up, to hinder your way to success. Sooner or later you **may** solve the difficulty for yourself. Sheldon will teach you how to re-inforce your own experience by **applying** basic laws and principles that will multiply your efficiency many fold.

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The knowledge that has lifted thousands from mediocrity to success is waiting for you **right now**. The coupon below or a postal or letter will bring you the interesting Sheldon literature with **detailed** information. It will only take a minute to find out—it **may** mean all the difference between a **small** success and a **big** one.

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Please send me **FREE** copy of "The Service Idea," giving full information regarding Sheldon methods.

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## Four Drawer Steel Vertical Letter File



SMOOTHEST  
RUNNING  
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THREE SIZES

12-14½-15½ in. wide

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24 in. deep

Each drawer is equipped with Roller Pan Suspension, Follower, Label Holder and Pull. Operates without noise or friction

**GUARANTEED** to carry several times the weight of filing material that the drawers will contain.

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Every style, size, quality

Will send samples and  
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by means of the same methods the best known sales managers are using right along to better their own records.

What are the methods? Chiefly, acting on facts—facts and figures that simple, common-sense records will give them as quick as you can say "Jack Robinson."

We've gotten together a great lot of data about the records of these successful sales managers, and have condensed it into our new illustrated booklet, "Watching the Sales Barometer." Table of Contents includes "Personal Control System," "Map Routing Systems," "Route Cards," "Knowing the Salesman's Real Value," "Territory Records," "Sales Records," "General Reports," "Follow-Up Systems," "Referring Prospects," etc. In addition, there is a chapter about prize contest plans, quota schemes, and other devices popular with the wide-awake sales manager.

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TRADE MARK  
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LOOSE PULLEY  
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(Patented)

One of the neatest proofs of the efficiency of  
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Home of the Famous Corinthian Street Lamp Standard

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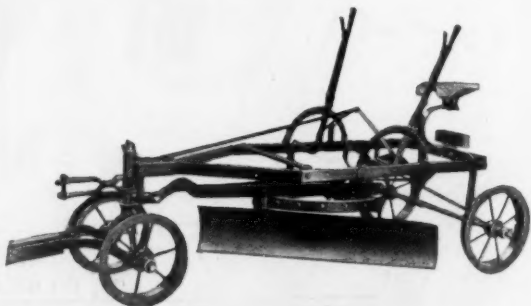
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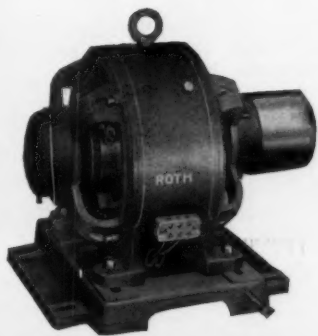
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They are efficient, strong, durable. Have excellent operating characteristics. They give a minimum of trouble because they are designed properly.

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They Know

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Insist on

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They are better than the  
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Ask Your Dealer or Send Direct  
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## Marbleite Elastic Floor Finish

The real material, made of the hardest  
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Tough, Elastic and Durable.

Does not scratch or mar white.

Dries hard over night, on old or new  
floors, properly filled, or on stained or  
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Equally adapted for standing work, for  
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*Manufactured solely by*

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Store and Office : 124 Market St.

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SMOKELESS  
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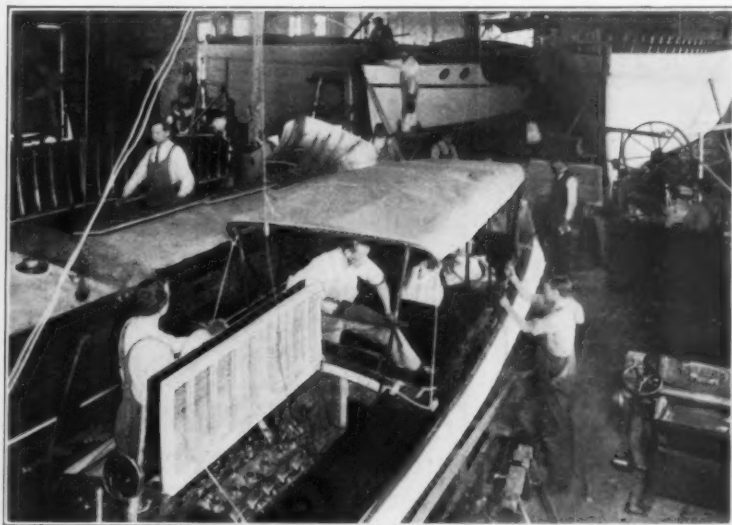
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We make prompt shipments, as we have a capacity of 70,000,000 labels daily. All engraved labels are made from **Original Plates** made in our own art and engraving plant.

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## Fenton Label Co., Inc.

E. MINER FENTON, Pres.

(Member Philadelphia Rotary Club.)

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Philadelphia, - Pa.

## THE "BIG BUSINESS" THIS FALL

*is coming to the man who goes gunning for it with the right kind of ammunition—which in most cases includes DESIGNS and ENGRAVINGS properly made.*

*If your local brother only supplies the ordinary kind come to us when you want the kind that will fill your "game bag" with orders.*

**Say—"Rotarian" and—SEND US Your Next ORDER!**

*Established 1889*

### GATCHEL & MANNING

DESIGNERS and ENGRAVERS  
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*Crow Name Plate  
& Engraving Co., Chicago.*

ORIGINAL CHICAGO MANUFACTURERS  
MAKING NAME PLATES EXCLUSIVELY

Represented in Chicago Rotary Club by our Secretary, Mr. W. C. Mason

**Etched Signs on Any  
Metal**

**Etched Advertising  
Novelties**

*Rotate to  
The Rotarian Etchers*

## ART • HALFTONES • ZINC ETCHINGS • ELECTROTYPES ROTARY ENGRAVERS

**We can help you with your engraving problems. Let's get acquainted**  
**BUSH-KREBS Co., INCORPORATED LOUISVILLE, KY.**

## L. C. McCLURE

COMMERCIAL PHOTOGRAPHER

Has a splendid collection of

**VIEWS of ROCKY MOUNTAIN SCENERY**

**HAND COLORING A SPECIALTY**

**ENLARGEMENTS and STEREOPTICON  
SLIDES TO ORDER**

**2104 Glenarm Place, DENVER, COLO.**

Denver Rotarian

At Your Service

## A PRESS CLIPPING BUREAU

will be of great value to you if you sell to the consumer or the trade in the great Northwest, or if you are interested in what the papers say on any subject. We put the names of new customers on your desk every day. For suggestions and samples fitting your particular business, write to

### Pollock's

**710 Temple Court      Minneapolis**  
(Member Minneapolis Rotary Club)





ECONOMY **"Antiseptol System"** SANITATION  
*The Perfect Liquid Soap Service*

**ANTISEPTOL LIQUID SOAP COMPANY CHICAGO, U. S. A**

OUR PRICE: Single Barrel Lots, 75c per Gal. On Contract lots, 60c per Gal.

**WORLD'S LARGEST EXCLUSIVE MANUFACTURERS OF LIQUID SOAP**

F. R. Jennings, Member Chicago Rotary Club



## W m . F . T R A U B

MFR.

**Imperial Steel Ranges, Broilers and Cooking Apparatus  
 Complete Kitchen Plans and Specifications**

801-811 Plymouth Place, Chicago, Ill.

## The Largest Auto Supply House in the West

Send for 1913 Catalogue

Everything for the Automobile

**FRY & MCGILL MOTOR SUPPLY CO.**

1532-38 Broadway

DENVER, COLO.

*"Service to the end of satisfaction to both Buyer and Seller"*

**SIOUX CITY** distributes More Groceries and kindred lines than any City of Twice its size in the U. S.

HAVE YOU anything that you wish to sell to Grocery, Drug, Hardware or Notion Jobbers in this rich territory? If so, write me. I will give you the best Rotarian Service, I know how to give.

**JNO. O. KNUTSON, Mds. Broker, Mfrs. Agent, Sioux City, Iowa**

## ROTARY BUILDING MATERIAL DEALERS AND MANUFACTURERS AGENTS FOR BUILDING SPECIALTIES

in the State of Oregon want the accounts of Rotary Manufacturers. Send your circulars to

**P. L. CHERRY CO., Inc.** GEO. L. CHERRY  
 Rotary Member  
 Lumber Exchange Building, PORTLAND, OREGON

## B R U S H E S

All kinds, sizes, prices.

There is nothing in the brush line that we don't make. Come and see us or write us if in the market for one or a million brushes.

**GERTS, LUMBARD & CO.**

221 W. Randolph St., Chicago.

Quality

ROTARIANS

Service



**THE UNITED STATES PORTLAND CEMENT CO.**  
 DENVER, COLO.

## Painted Bulletin Service City and Railroad Boards

**GOMEZ CO.** Houston, Texas  
 MAX JACOBS, Mgr.—Rotarian

## DISTINCTIVIDUALITY

In your printed matter means money in your pocket. We are the originators and sole producers of *The Printing with Distinctivduality*  
**Arnold Printing Co., Jacksonville, Fla.**

## FRANK B. RAE

Electrical and Mechanical Engineer  
 Investigations and Reports, Plans, Specifications, Valuations, Railway, Power and Lighting Plants  
 708-710 Engineer's Bldg., Cleveland, Ohio

## Advertise in "The Rotarian"

A Five Dollar Ad Pulled  
 a Fifty Dollar Order for  
 one man the other day

Depository for International Association of Rotary Clubs



ONE OF CHICAGO'S OLDEST BANKS

## The Men You Know Best—

are those you meet most frequently. Therefore—Mr. Rotarian—if you keep up your advertising **every month** isn't it reasonable to suppose that you and your goods will be better known than those of the once-in-a-while advertiser? Start **NOW** in

## THE ROTARIAN

# CONSIGN

shipments of household goods

# TO

the

# ORCUTT

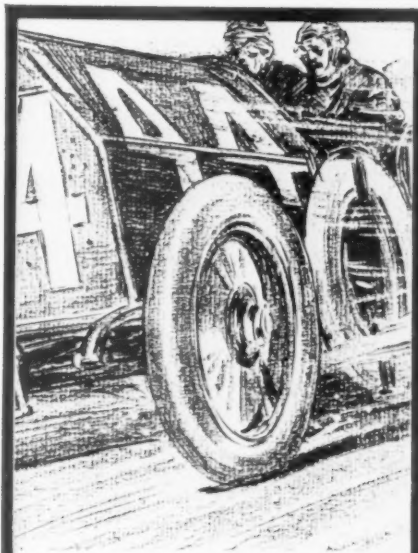
**Storage, Packing  
and Moving  
Company**

4720-22-24-29-31-33 Easton Ave.

## SAINT LOUIS

## Fire Proof Warehouses

(Member Saint Louis Rotary Club)



# Miller · TIRES ·



### Let the Speed Kings! Choose Your Tires!

The world's greatest track and road racers, drive Miller "One Cure Wrapped Tread" tires.

These new process tires hold the world's track and road records.

The men whom self-preservation makes the best judges of tires, have chosen Miller's.

You can't go wrong if you follow the choice of these experts.

**THE MILLER RUBBER CO.**  
AKRON, OHIO

## **Houston**

### **Rotary Club Headquarters**

FIREPROOF

EUROPEAN

## **Hotel Bender**

Management:  
**B. S. SWEARINGEN**  
[Rotarian]

**The Most Magnificent  
Hostelry in the  
Great Southwest**

Visiting Rotarians will confer a  
favor by acquainting Swearingen  
of their presence.

## **Baltimore Hotel**

European

### The Rotary Hotel of **Kansas City**

Conveniently located near  
Business, Railway Depots  
and Places of Amusement

**Absolutely Fire Proof**

**DEAN HOTEL CO.**

Proprietors

Rotary Member, FRANK J. DEAN, Pres. & Gen. Mgr.

## **Other Cities**

Will take advantage of the  
opportunity to advertise their  
attractions in the pages of  
"The Rotarian."

**October, 1913---Seattle**  
**December, 1913---Providence**  
**February, 1914---Oakland**

The plan adopted contemplates a  
city feature issue every other  
month. Bookings may now be  
made for April, June, August,  
October and December, 1914.



**You  
Have  
So  
Many  
Buttons  
Now?**

Yes, we understand it is difficult for some of  
us "jiners" to wear **another** lapel button.

But how about a handsome Rotary watch-fob  
or ring or other piece of jewelry embracing the  
Rotary wheel idea. We have some attractive  
designs displaying the International emblem.  
Give us an invitation to tell you about them.

Yes, we are Rotarians. Our Mr. Berlet has  
been President of the Rotary Club of Philadel-  
phia. The Association gets a royalty on all  
Rotarian buttons or jewelry sold by us.

May we hear from you?

**MAXWELL & BERLET**  
Incorporated

**PHILADELPHIA - ATLANTIC CITY**

## Have You Something to Sell to 10,000? Business Men•

¶ *The Rotarian* reaches approximately 10,000 Rotarians of the United States, Canada, Great Britain and Ireland every month.

¶ These 10,000 business men are kindly disposed towards you, they are interested in what you are doing, they are in a receptive mood—talk to them in our advertising columns.

¶ The cost is small when you take into consideration the select circulation, and our circulation is increasing every month.

JOSEPH T. KINSLEY, President & Gen'l Manager  
(Member Rotary Club)

W. H. YONKER, Secretary & Treasurer

# Pennsylvania Taximeter Cab Company

(INCORPORATED)

BELLEVUE-STRATFORD SERVICE  
TAXI-CABS AND PACKARD TOURING CARS

Best  
Equipment

Exclusive  
Service

Luxurious  
Appointments

Courteous  
and Careful  
Drivers



At Your Call  
Day or Night

Limousines and  
Landaulette  
Cars for  
Opera and  
Theatre  
Parties

Touring Cars  
for Sightseeing  
Trips

BELL Locust 28-73

TELEPHONES

KEYSTONE Race 9-69

## ==== New Modern ===== Bellevue-Stratford Garage

For the Storage and Care of Permanent and Transient Cars  
Also Sales Department Equipped with a Full Line of Accessories

1401-3-5-7 Locust Street - Philadelphia

Monthly Charge Accounts for the Convenience of Rotary Club Members



# Now, Will You Come?

Oh, Rotarians of the U. S. and Canada!

This is the last call for Buffalo, for the Rotary Convention!

Are you the biggest merchant in your town? Then we want you at Buffalo to help us settle some problems of great importance.

Are you one of the younger-sort of business men? Then by all means come. We want your enthusiasm and you'll take home ideas enough to make you rich.

Is your Rotary Club overflowing with success? Then come and tell us about it. You'll find eager ears to learn the story of how you do it.

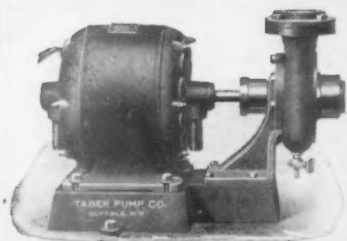
Does it seem to you that your club is lacking in something, is not just what it should be? Then come and drink deep draughts of knowledge from the experience of others. You will return ardent with enthusiasm to put your club where it belongs.

Come and hear and meet Harry A. Wheeler, President of the great Chamber of Commerce of the U. S. He will discuss with us "The Livest Issue." Do you know what it is?

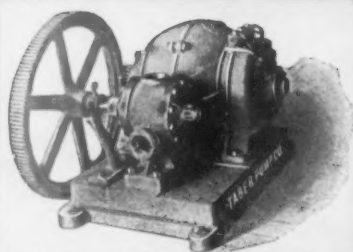
Come and meet the distinguished business and professional men from across the water—Rotarians of Great Britain and Ireland.

***You'll be sorry if you don't Pack Your Grip and get aboard the***





Makers of  
**"The Standard Heavy-  
 Liquid Pumps of  
 the World"**



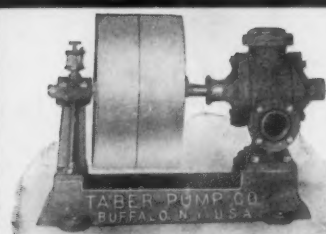
## **TABER PUMP COMPANY** **BUFFALO, N.Y.**

Introduces to Rotarians  
 the  
**Taber Heavy-Liquid Pumps**  
 (Rotary and Centrifugal) for

Brewers, Confectioners, Soap Factories, Creameries, Tanneries, Paint and Oil Factories and all industries where the transferring of heavy liquids is necessary.

57 Years Reputation is behind every Taber Pump.

Send us Specifications of your pumping requirements.



*The Rotary Brand*

# **AMERICAN RUBBERS**

*Unsurpassed for*

*Style :: Fit :: Durability*

**Iroquois Rubber Company**

DISTRIBUTORS

**379-383 Washington St., Buffalo, N. Y.**

*Everything In Rubber*

